TAKING SHAPE

Exclusive update on the build of the futuristic Amels 199



FOOD FOR THOUGHT The cost of feeding crew, and why chefs are



BROKERAGE NEWS NEW LOOK: Facts, figures, comment and analysis starting on page 147





TURNING JAPANESE

The inside story of Feadship's magnificent Musashi

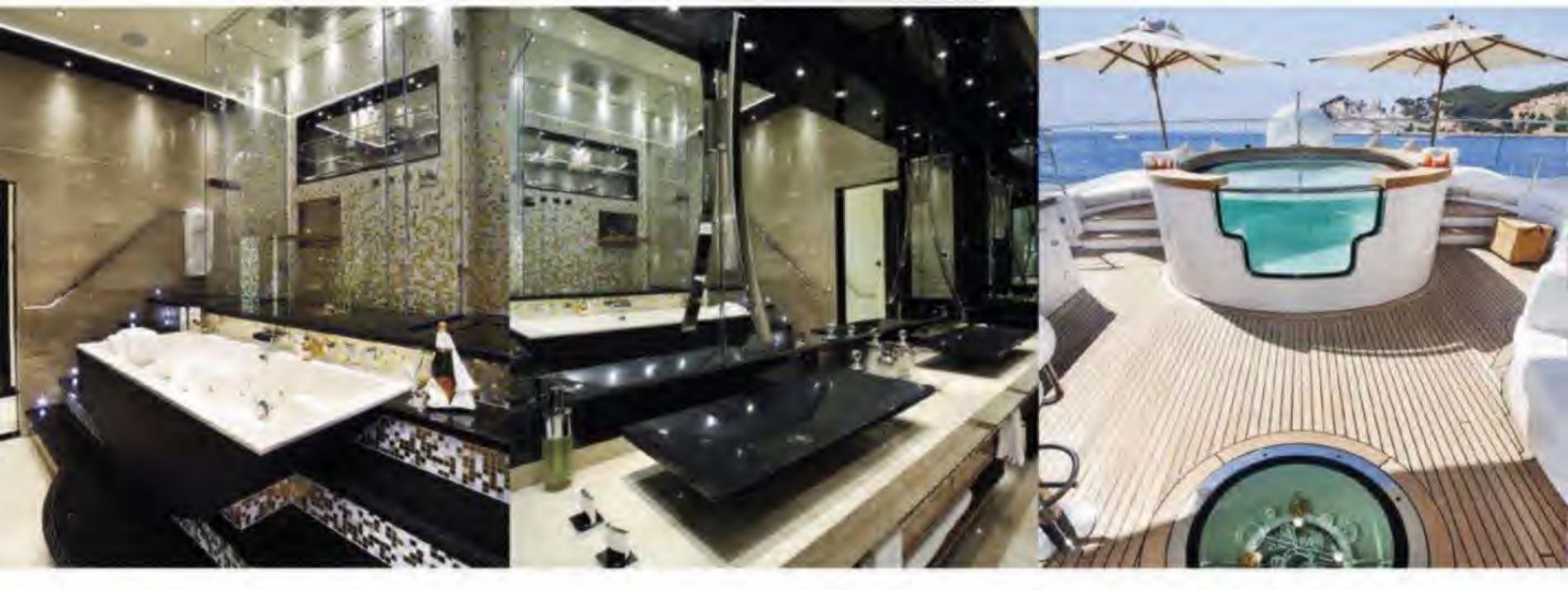
CARBON COLOSSUS

On board the revolutionary 66 metre ketch Hetairos

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Arcadia's epic voyage through the Northwest Passage









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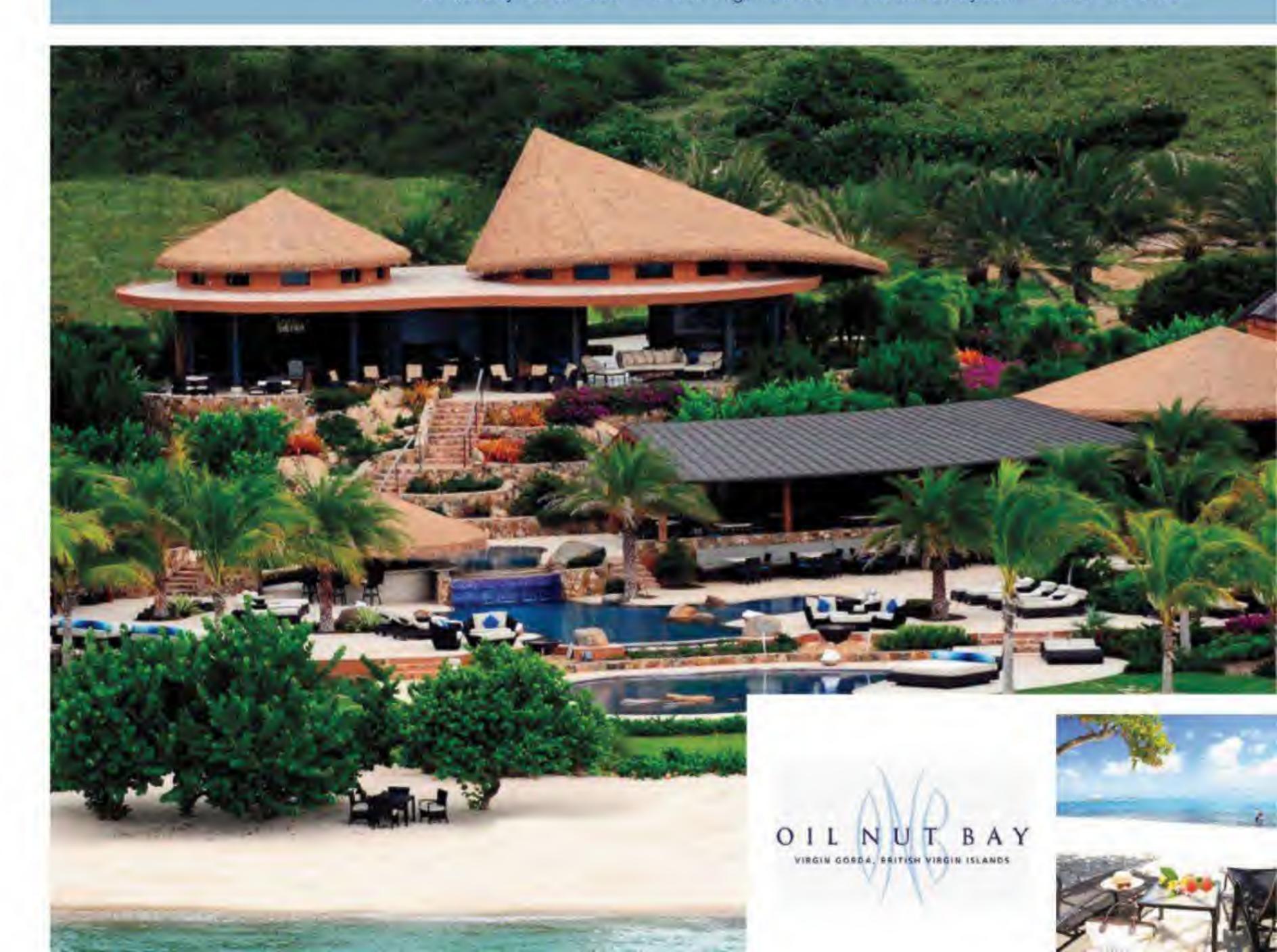
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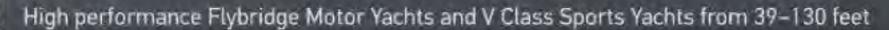


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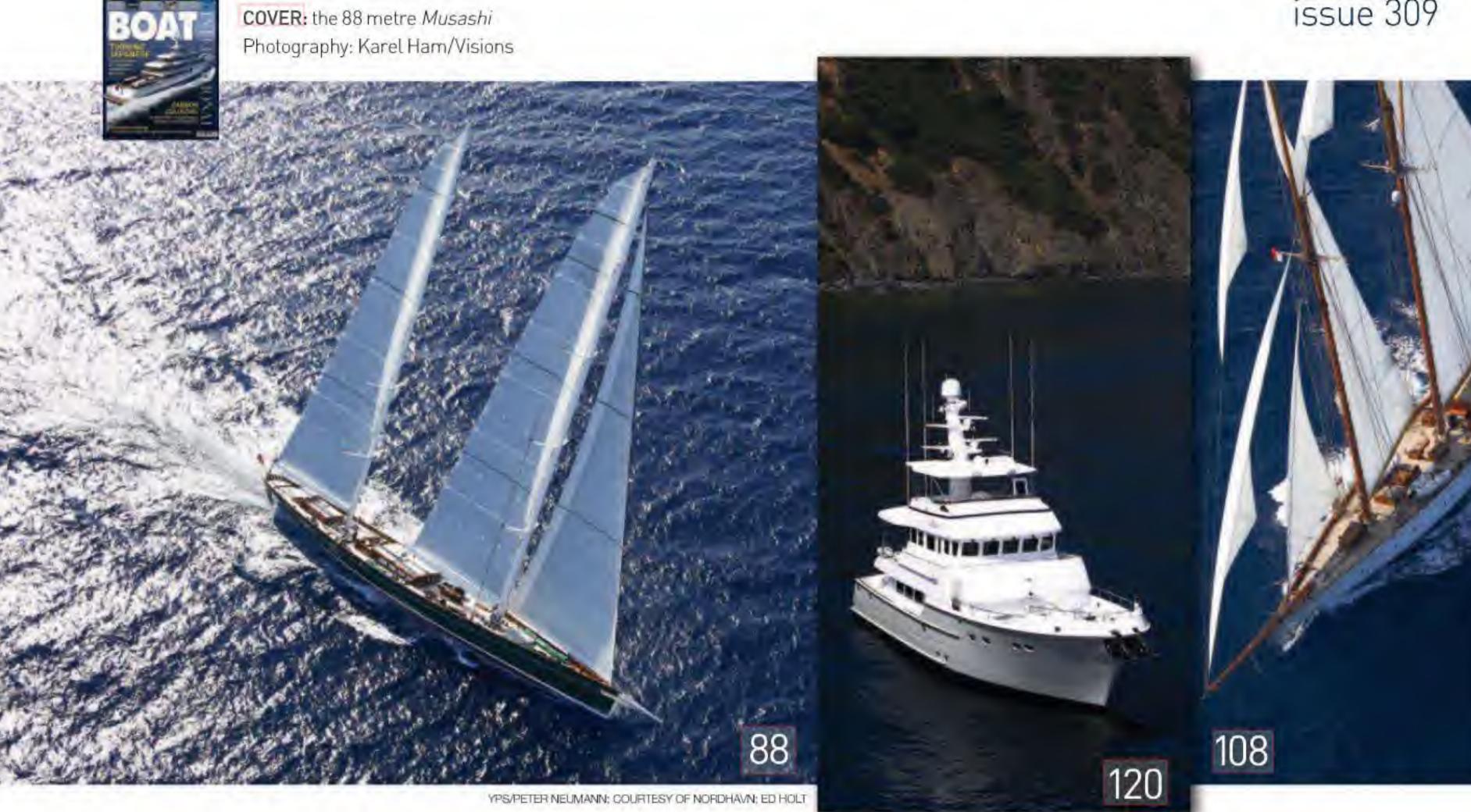


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international news and events

Eye Opener of the Louis Vuitton Series team Azzurra's billowing spinnaker; Heesen's largest build continues on schedule; the YCCS Virgin Gorda clubhouse opens its doors; Italian builder Emys plans a 35m motor yacht; Sunseeker's 28m graces the London Boat Show; we report on Enrico Gobbi's 49m Prince Shark build

the boats

MUSASHI

Named after a 16th Century samurai, this 87.78m yacht was designed by Sander Sinot and built by Feadship for an experienced owner. It seamlessly combines cool Japanese minimalism, art deco accents and plenty of glass for chic, light-filled living spaces

HETAIROS

Eagerly awaited, technologically advanced and luxurious, the 66.7m carbon ketch Hetairos is one of the most extraordinary sailing yachts in the world. She hit 25.7 knots and took line honours in her first outing at the Transatlantic Superyacht Regatta & Maxi Cup

THE MAKING OF HETAIROS

The quest to make Hetairos a great sailer and a luxury yacht involved three years of development, the creative nous of Dykstra and Rhoades Young Design, plus innovative materials and technology

GERMANIA NOVA

With the help of experts and passionate amateurs, a brave owner created a replica of the famous 1908 sailing yacht Germania - but added the benefits of modern technology

NORDHAVN 76

Nordhavn builds practical motor yachts for a specialised, adventurous market, and their new 23m is in that mould: not especially pretty, but tough, sturdy and capable of going almost anywhere



features

AMELS 199

Ahead of schedule, Tim Heywood's design for the Amels 199 takes shape, already revealing its long, slim and efficient design

GOURMET SPECIAL

Food: one of the greatest pleasures and one of the biggest headaches on any superyacht. From galley design to budgeting, provisioning and sourcing, chefs tell all of you owners how to make catering at sea easier, cheaper and more efficient. And more delicious, of course!

chefs know what makes an efficient galley

FOOD BUDGETS

Charter or private, long-haul or day trips, how a boat is provisioned for both guests and crew

ANTIGUA CHEFS' COMPETITION

The Concours de Chef in Antigua proves again that the superyacht fleet provides some of the world's best chefs

events roundup

WORLD SUPERYACHTS AWARDS FINALISTS AND MORE

We reveal the full list of WSA finalists, as well as our celebration of the 10th edition of the Asia Superyacht Rendezvous in Thailand

regulars

AMERICA'S CUP DIARY

With one silver and three gold Olympic medals, Ben Ainslie is the UK's most successful racing sailor - but he harbours major America's Cup ambitions. Now Larry Ellison is helping them come true

GALLEY DESIGN

The architect may have some big ideas, but

can save you a huge amount of money

OCEAN TRAVELLER

THROUGH THE NORTHWEST PASSAGE

Braving changeable seas and sub-zero temperatures, dodging icebergs and polar bears, Arcadia becomes just the 159th vessel to transit the legendary Northwest Passage across the Arctic Circle. Plus the fascinating history of this perilous journey, whose casualties and tragedies have haunted martime history for hundreds of years

NEW LOOK BROKERAGE SECTION

As well as our breakdown of the month in yacht sales, this issue the brokerage section features our detailed industry analysis of 2011, with contributions from some of the world's top superyacht brokers



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editor's letter





So that was January. Pale, dull, slightly cold and slightly damp - it certainly lived down to expectations. It was, however, not without its highlights.

For a start, I hopped over to Holland (Amsterdam or thereabouts, in fact), where I spent a pleasurable few hours at the offices of Sinot Yacht Design. My purpose was clear - to interview Sander Sinot about the design of the magnificent 88m Musashi, which was

launched last year from Feadship's Koninklijke De Vries yard in Makkum. He is an engaging and talented man, surrounded by a design team with diverse backgrounds in such areas as industrial design and naval architecture, and the results are plain to see - Japanese style meets art deco in a luxuriously understated interior, where every item down to the last tap and handle was custom designed by Sinot. Our bumper feature starts on page 64.

I also took the opportunity to drop in on Dykstra Naval Architects to interview naval architect Erik Wassen, the man largely responsible for the lines, styling, rig, deck layout and other key elements of the mighty carbon ketch Hetairos. When we first took an in-depth look at the build of the project at Baltic Yachts in our July 2010 edition, it was already apparent that this yacht was pushing boundaries in every area of design and construction. Talking with Erik in the Dykstra studio over a Friday late-afternoon beer (note to self: adopt Dutch working practices in our Wimbledon HQ!], I was even more stunned by the level of detail and the extent of the engineering and technology involved. Again, the results are evident - she took line honours in the Transatlantic Superyacht

Regatta & Maxi Yacht Cup 2011, reaching Virgin Gorda from the Canaries in a little over eight days. She hit speeds of close to 26 knots, and notched up 400-mile days - not bad for a yacht effectively making her first serious offshore passage. You can read all about Hetairos in our onboard feature and our 'making of...' special, starting on page 88.

Meanwhile, back in the office, we have been working hard to improve the look of our Brokerage News pages. This month, alongside key data, facts and figures on the current state of the market, you will also find an extended analysis and comment piece reviewing the 2011 market from the viewpoint of key brokers. It makes for interesting reading.

One last thing before I sign off. Naturally, I couldn't let a trip to Amsterdam pass without a drink with some of my Dutch friends. I was summarily dragged to a Dutch karaoke bar where, apart from vaguely recognising a Dutch version of Frank Silver and Irving Cohn's Yes! We Have No Bananas, I stood in bewildered awe as the locals crooned in (vague) harmony to a selection of Dutch classics. It made the afternoon I had spent getting my head around the Delft Systematic Yacht Hull Series, multi-dimensional polynomial regressions and resistance curves for Hetairos seem positively straightforward.





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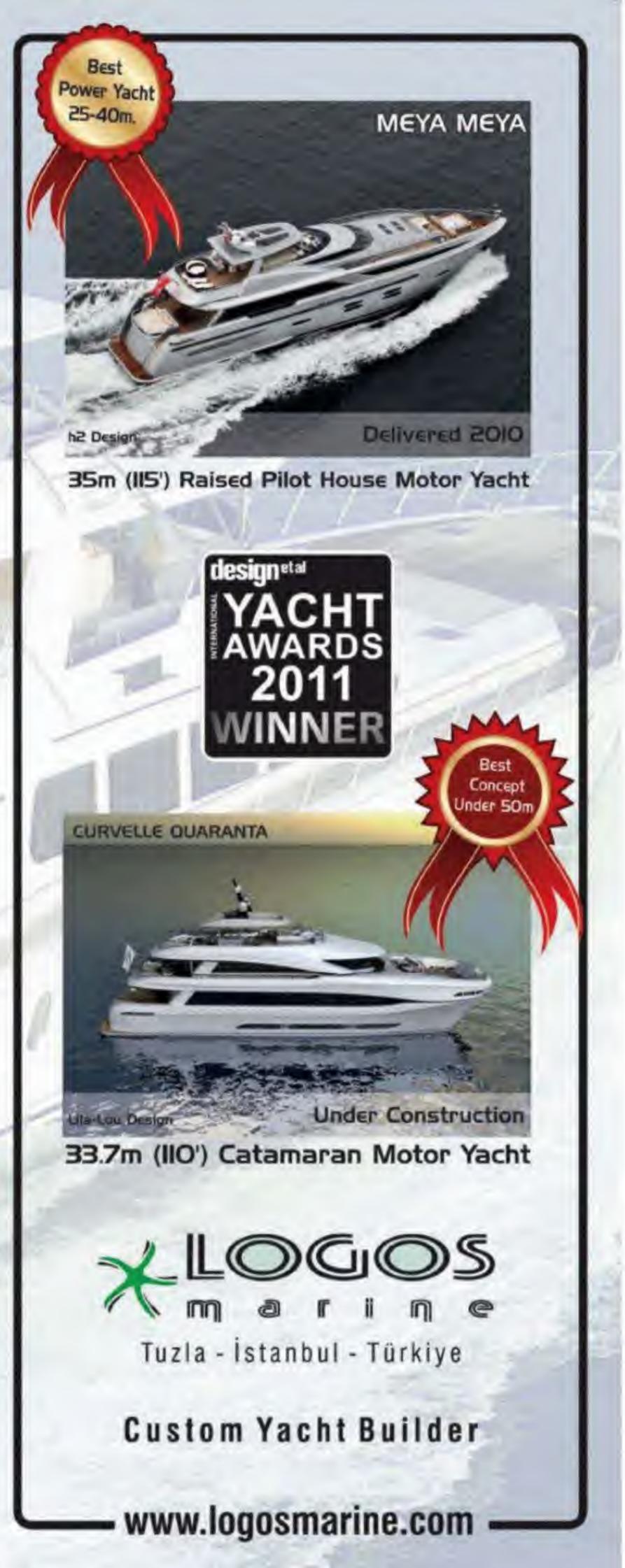
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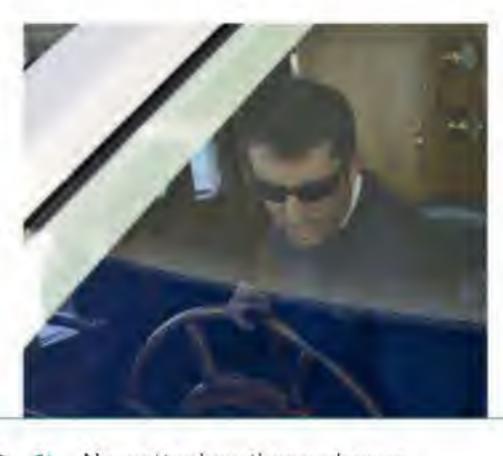
contributors' notes

issue 309 march 2012



While being a great admirer of beautiful lines and curves, there are times divine proportion (as in Greek temples or Chartres cathedral) is less important than a good hull and solid build-quality. Boating in the Solent in winter is one of those occasions, and I was grateful I was on a rugged trawler-yacht rather than a sports-cruiser. It may not be beautiful, but for all-weather boating the Nordhavn 76 is just the job.

CAPTAIN JAMES



No matter how thorough your planning and organisation, little can prepare you for the isolation and exposure - the realisation that you are on the habitable margins of the planet - that accompanies a transit of the Northwest Passage, All around us was the wild. Yet we were comfortably and securely observing it all from a vessel (Arcadia) of excellent quality and proven reliability - a very reassuring feeling. Page 128

Holland REW RICE hopes the audacious curves of the 199 will forge a new direction in superyacht design, and having seen her in the flesh, I hope so too.



Page 42

It's phenomenal the volume of food that yacht chefs serve, while being creative and catering for dozens of tastes

Germania Nova is not the largest replica built, but its secrecy has caused much speculation. The research for historic accuracy was rewarded by her aesthetic look and the strong emotions while sailing her under clouds of canvas. Congratulations to the team who made her become reality.

Spain

KLUDAS

MONIKA

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Page 120

CAROLINE

As I slumped over a cold Formica desk in the BI office, I could hear tropical birds - transmitted via telephone from the Caribbean holiday of a broker; he was describing 2011's ups and downs for our market analysis of the year, this issue. Despite his glamorous location, he insisted he's never switched off. 'If I get a call from a client, I go, he said. Yacht brokers are always plugged in the very reason I was picking his brain.

Page 145

RAJALINGAM NATASHA

Working with some of the world's best chefs on the Galleys and Gourmets special has opened my eyes to a new dimension of cooking. The volume of food they serve, while being creative and catering for dozens of tastes, is phenomenal. The planning, budgeting and spatial consideration, not to mention keeping everyone happy are factors they have to think about every day.

Page 48



















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AMELS and DAMEN Shipyards have purposely designed and built SEA AXE Fast Yacht Support vessels with extraordinary finish, comfort and aesthetics.

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All SEA AXE models are available with various deck and interior configurations. The range is already a proven success with two Fast Yacht Support SEA AXE 5009 delivered and two SEA AXE 6711 under construction.











Revolutionary Heesen 65m build continues on schedule

Construction is continuing apace on Heesen's largest ever project - reported in Boat International last year – with the hull and superstructure of the 65m joined in December.

The aluminium hull of YN 16465 was laid at Heesen's yard in Oss, the Netherlands, in February 2011 and after the joining the yacht was put in dry dock for outfitting. Delivery is scheduled for June 2013 and running on time.

The yacht's Fast Displacement Hull Form (FDHF) is the result of 20 years of study and tank testing by the Dutch naval architect Van Oossanen & Associates. Motor yachts of this size typically cruise at low speeds and only use top speed for short periods. The FDHF reduces resistance over the whole speed range – not just high speeds – thereby improving performance and reducing running costs.

Heesen used the 'friction-stir' technique – developed by NASA to create aluminium plates with uniform mechanical properties – to construct the yacht's sophisticated naval architecture. The result is a vessel the builder believes will be 30 per cent more efficient than a round-bilge motor yacht. Its maximum speed at half load is estimated at 27 knots, with a range of 4,500nm at 14 knots.

But the yacht is also exciting above the water, Frank Laupman of Omega Architects penned the superstructure's muscular exterior lines, while Bannenberg & Rowell's interior includes a duplex beach club that takes up a quarter of the main and lower decks. The main deck portion features a glass bottomed swimming pool, through which sunlight will dapple the bar below. The lower deck beach club has a 10m side-balcony and 22m swim platform, plus a sauna, hammam and shower. The yacht will accommodate 12 guests and 13 crew.

See the iPad app for a documentary and time lapse video of the build.

ONTACT Heesen tel: +31 (0)412 66 55 44 web www.heesenyachts.nl



Lürssen's 86.5m superyacht *Ace* in front of the yard in Rendsburg, Germany shortly after leaving the construction shed on 9 January

On the iPad this issue

Contents

Close



Look out for the iPad extras

This symbol (left) at the end of news items and features means you can delve further into the story with our iPad app, offering bonus pictures and video



Sunseeker at the London Boat Show

Glamourpuss Tamara Ecclestone may have cut the ribbon, but the star of the show was Sunseeker's 28m. See the iPad app for more pictures from the event



America's Cup

Our app features a video of British Olympic sailing legend Ben Ainslie launching his new racing team, including interviews with the key players



Musashi

Sit back and enjoy a better view of Feadship's extraordinary 88m superyacht *Musashi*, with our exclusive iPad app video of her under way



Hetairos

An extended image gallery on our iPad app offers a further peek behind the scenes during the making of this 66m by Baltic Yachts, as well as the finished product



Germania Nova

The quest to build a replica of the 1908 sailing yacht Germania involved painstaking research. There are more pictures of the beautiful result on the iPad app



Nordhavn 76

Visit our iPad app to see more of the sturdy, utilitarian 23m Nordhavn explorer, designed and built by Pacific Asian Enterprises for adventurous owners



Amels 199

Construction of the first Amels 199 is progressing even better than expected. See the extended image gallery on the iPad for more on this Tim Heywood design



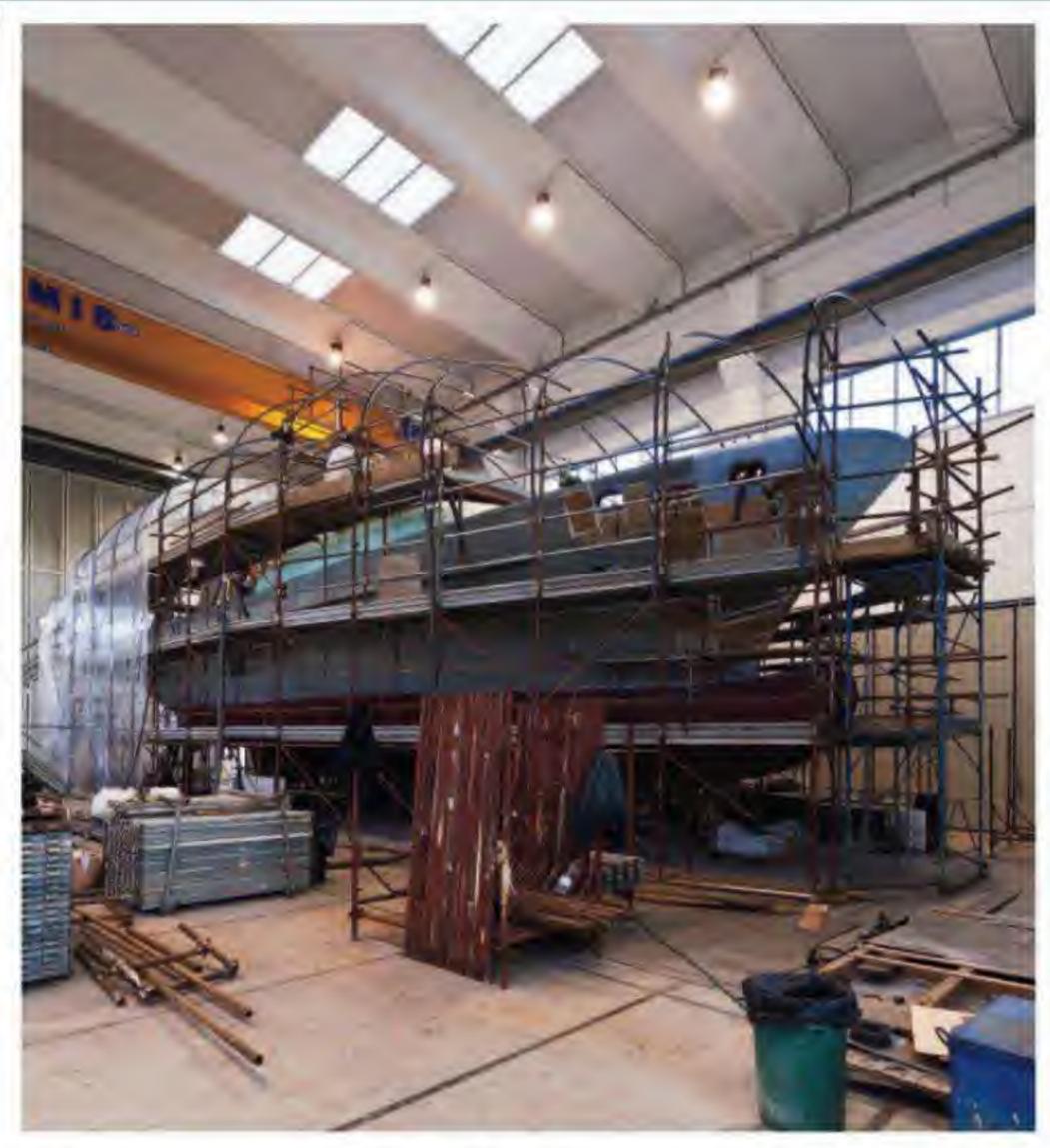
Concours de Chef

Go to our iPad app for more photos of the fun, the action and the mouth-watering dishes from this year's chefs' competition at the Antigua Charter Yacht Show



Ocean Traveller

Join Arcadia for more of her journey through the infamous Northwest Passage. Our iPad app features a picture gallery of the boat, wildlife and scenery











Emys expands its superyacht ambitions

Young Italian yacht builder Emys has revealed it is working on plans for a 35m motor yacht based on its 22-31m models, which are themselves designed to larger superyacht standards of safety and quality.

The startup has been asked to design the bigger yacht in the style of the range it already offers: 31m, 26m and 22m, one of which is in build at its Pisa yard, with delivery expected this year. The 35m will feature a diesel-electric hybrid engine and an azimuth propulsion thruster.

Matteo Zanoni, founder of Emys, has 25 years of experience in the superyacht industry, having worked as a captain and after-sales consultant with Benetti Sail Division, and as a captain and owner representative with Baglietto and Palmer Johnson. He has brought an insistence on heavy duty, sturdy mechanics to Emys, which prides itself on the security, reliability and comfort of its designs, all based on the same style of high-strength steel displacement hull.

'Security is offered by the hull,' says Zanoni, 'and the yachts are designed to be reliable because all the systems have been studied in detail and treated as if they were part of a large yacht - and all the vital systems are doubled. Comfort is ensured by high acoustic insulation and a stabilisation system in navigation and when at anchor. These were highly effective when studied in a test tank.

Measures to enhance comfort throughout the range include an exhaust silencer, bulkhead partitions made of sound-reducing materials and sand-filled pillars to reduce unintended 'broadcasting' of noise. Meanwhile anti-roll fins and soundproofed electronic stabilisers improve seakeeping, and a prominent hull bulb, with a flared bow above the waterline, further enhances seakeeping with low pitch and shudder.

Even the 22m has a 23,000 litre diesel tank and offers an Atlantic range. The yachts are designed with Maltese cross certified hulls, and are classified as Rina Class, Green Star Plus and Comfort Class (all subject to confirmation once built). Emys wants to retain the family look of the exteriors, but with the exception of structural bulkheads, interiors are entirely customisable to clients' wishes. 🔝



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Clubhouse inauguration crowns Caribbean's premiere yacht base

The opening of the clubhouse at the Yacht Club Costa Smeralda (YCCS) Virgin Gorda, has set the jewel in the crown of what is likely to become the Caribbean's premiere yachting venue.

About 300 people attended the opening ceremony in January, including HRH the Aga Khan, president of the YCCS. The T-shaped dock in North Sound was full to capacity and hosted superyachts including the 49.7m Zefira, named sailing yacht of the year at the 2011 World Superyacht Awards; 56m Perini Navi ketch Asahi; 44m fast-cruising sloop Salperton; 52m ketch Mondango; 65m Benetti motor yacht Seanna; 87.78m motor yacht Musashi, the largest Feadship to date (see p64); and 40m Westport motor yacht Resolute, owned by David V Johnson, chairman of luxury real estate company Victor International, which developed the site.

'I wanted to find a place I could use as a Caribbean base and we spent 10 years going to 13 countries and studying the governments and the people, but we continued coming back to the BVI,' says Johnson. 'Physical beauty, cruising waters, the natural harbour effects of North Sound, government stability, safety - the BVI won in every category.

'We built the dock marina to meet all the technical specifications to handle superyachts like Musashi. With the clubhouse we wanted a home base that would handle both member events and special regattas. Along the way we teamed up with YCCS in Porto Cervo and they have

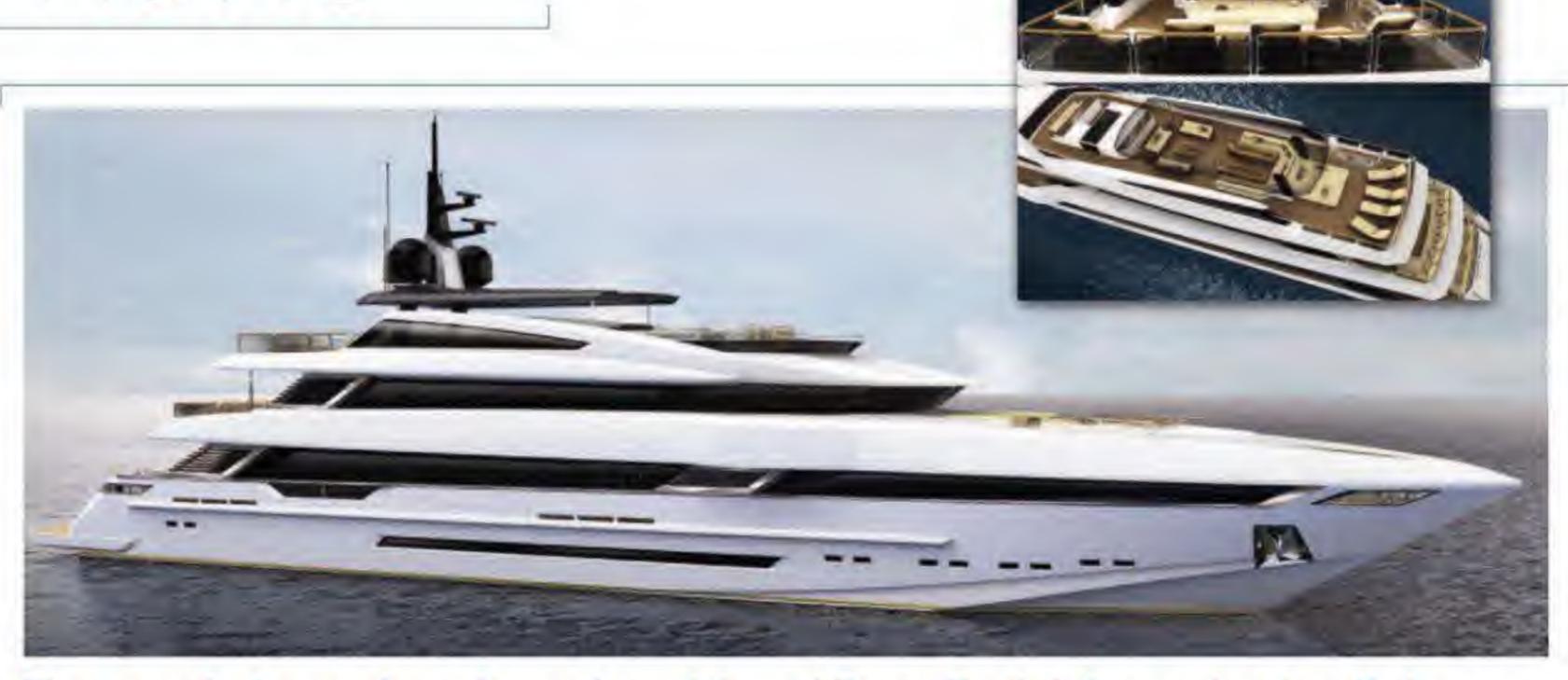
exceeded our expectations. The end result is a spectacular clubhouse, a magnificent event lawn that will seat 400 people and a venue that can handle any kind of event.'

Guests at the opening enjoyed a ceremony followed by drinks on the clubhouse terrace and dinner on the lawn, which will host all on-shore functions related to major sailing events. The light and airy building has been constructed to make the most of spectacular views over North Sound, and has a relaxed ambience. It features a restaurant capable of hosting up to 150 people, a pool, boutique, gym, wine bar and a further amenity outside that one guest described as 'the most beautiful bar in the Caribbean'.

The club was built by Victor International on a private peninsula in North Sound and is operated by the experienced yachting hands at YCCS - whose club on the Sardinian coast is regarded as one of the world's finest for both its superyacht and leisure facilities. The YCCS Virgin Gorda has a marina with 38 slips for yachts of up to 100m in length and 9m in draught. It offers onboard provisioning services, crew facilities and on-site customs clearance.

The site is also linked to the new Oil Nut Bay community and Beach Club, as well as Biras Creek Resort, a Relais & Chateaux property to which YCCS yacht owners and guests have access.





Potential series inspired by 49m Gobbi yacht build

Construction is under way on the 49m Prince Shark motor yacht, with an associated series in the pipeline, designer Enrico Gobbi has revealed exclusively to *Boat International*.

Work began on the custom yacht at Rossi Navi's Viareggio yard in September 2011, and the aluminium hull is at an advanced stage of construction. It is due to be delivered in March 2013.

'We designed this yacht for a customer of the shipyard, but since then there have been many other requests to the shipyard for this design,' says Gobbi, of Team For Design by Enrico Gobbi. 'We're now planning to design a smaller version of 42m and a larger version of about 50m.'

Gobbi believes the design's popularity is due to its smooth exterior

lines and large interior spaces. Both were responses to the client's requests – the exterior lines concealing, to some extent, the yacht's volume. In this vein the 45 degree angled windshield gives the boat what Gobbi calls a 'military' edge, as well as allowing extra space for the large sun area, featuring a grand spa pool with a waterfall and sunpads. Views have been maximised on the sundeck where the superstructure rises to frame crystal glass side panels.

There is a formal main deck saloon, an upper deck 'chill-out' saloon and six cabins themed after gems (green styling for emerald, for example).

The yacht will have two MTU 12V4000 engines offering a top speed of 23 knots, a cruising speed of 19 knots and a 3,500nm range at 10-11 knots.

ONTACT: Team For Design by Enrico Gobbi tel: +39 41 894 1038 email: t4dvenice@teamfordesign.com web: teamfordesign.com

Star turn for Sunseeker at London Boat Show



The Tullet Prebon London Boat Show was opened on 6 January by Tamara Ecclestone, middle daughter of Bernie Ecclestone – famous for being the middle daughter of Bernie Ecclestone and for having more than 200 pairs of shoes.

But the real star was Sunseeker's 28m Yacht, launched at the show.

'At the larger end there are distinct Predator clients and distinct Yacht (the branded range) clients,' says Sunseeker designer Ewen Foster, 'but in the mid-range there are clients who love the Predator look but want more space.

'With the 28m we decided to try and

bridge the gap, to make a boat that was still a Sunseeker but wasn't obviously a Predator or a Yacht."

The 28m features the extensive use of carbon fibre, part of an ongoing policy that lets Sunseeker save weight and costs, while allowing smaller, more economical engines without a loss of performance.



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WESTPORT 112 Naval architecture by Jack Sarin | Westport

WESTPORT 130 Naval architecture by William Garden. Styling by Westport | Taylor Olson

WESTPORT 164 Donald Starkey design. Naval architecture by William Garden and Westport | Taylor Olson





The biggest stories from the web pages of boatinternational.com/news

The news on boatinternational.com

hot topics



Niki Following Ace down Lürssen's Rendsburg slipway, the unfinished 85m Niki made a splash as she was transferred to another shed at the yard. The yacht's exterior was designed by Espen Øino and her interior by Aileen Rodriguez and she is due for delivery in summer 2013. Keep an eye on the BI website for further updates



Ferretti The Italian builder has been sold to the SHIG-Weichai Group, a Chinese state-owned conglomerate. The headquarters and production will stay in Italy, but it will focus on expansion into emerging markets



Diamonds are Forever

John Staluppi's 61m Benetti was launched with a spectacular ceremony featuring a Bondthemed action sequence

design round-up

■ The 54m explorer project Chuggaboom has rugged exterior lines penned by Vripack and heavily influenced by her owner; the Triton 3300/3 submarine features the largest acrylic sphere ever made for a submersible; Philippe Briand's 51.8m flybridge sloop and 53m flybridge ketch combines sail power with comfortable living spaces

top 5 most read



Ace

The eagerly awaited first launch of 2012 was this Andrew Winch-designed 87m Lürssen

Reverie

A \$10m chunk has been cut from the price of this 70m Benetti, which is now on offer for \$65m

Northern Light

Brokers from Burgess and YPI have sold this classic, mahogany-panelled 46m Feadship

Megaway 128

The recently launched 39m tri-deck is only the eighth superyacht ever to be built by a Singaporean yard

Moonen 100

Vripack has revealed details of the robust 31m, in build after a design process that efficiently incorporated owner requests

yard round-up

The 67.27m Drizzle, inspired by classic Feadship Twizzle, was launched at the Koninklijke De Vries Scheepsbouw yard; Heesen has sold its 50m all-aluminium Project Ventura, scheduled for delivery in spring 2013; the yard has also delivered its 55m flagship Serenity, which it says has '50 per cent more volume' than other yachts of her size

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CARIBBEAN SUPERYACHT REGATTA & RENDEZVOUS BRITISH VIRGIN ISLANDS, 14–17 MARCH 2012

















Registration is now open to motor and sailing yachts of over 80ft in length and catamarans of over 60ft in length.

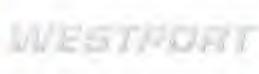
Register online as soon as possible to secure your berth as availability is limited.

For further information and to register, please go to www.superyachtregattaandrendezvous.com or contact: Alexis Davis, Events Executive | T: +44 (0) 20 8545 9334 | E: alexis.davis@boatinternationalmedia.com

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The Caribbean Superyacht Regatta & Rendezvous

14-17 March 2012 Yacht Club Costa Smeralda, Virgin Gorda

➤ The Yacht Club Costa Smeralda's new Caribbean Clubhouse in Virgin Gorda, British Virgin Islands officially opened on 3 January, with a celebration of spectacular style (see the full news story on page 26). The new yacht club and marina in North Sound is now fully ready to welcome the fleet of superyachts that will attend the second edition of the Caribbean Superyacht Regatta and Rendezvous in March.

Sailing yachts will race around the stunning archipelago, while the motor yachts follow the fleet so guests on board can enjoy the spectacle and take in the beautiful surroundings. Motor and sailing yacht owners will come together each evening with their families and guests for fun activities, parties and dinners hosted at the wonderful new YCCS Clubhouse and at Oil Nut Bay luxury resort.

The event looks set to be a highlight of the Caribbean season, with a spectacular fleet of yachts registered to participate, including sailing yachts Bliss, Ganesha, Hanuman, Indio, Lady B, Marie, P2, Salperton, Zefira and Zefiro as well as motor yachts Chanticleer, Migrations, Resolute, Satori, Stellar and Victory.

To be a part of this exciting event you can find more information and register online at **superyachtregattaandrendezvous.com/register**. Open to sailing and motor yachts with a LOA over 80 feet [24.3m].

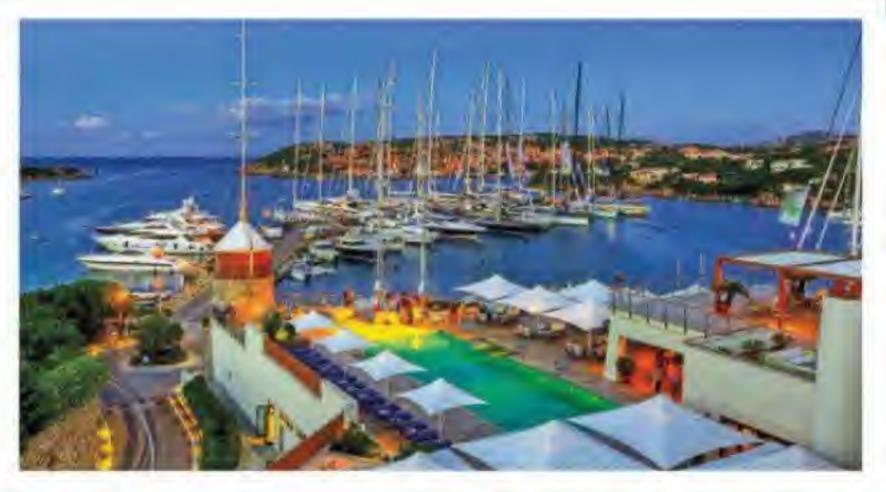
Loro Piana Superyacht Regatta

4-9 June 2012

➤ The prestigious Loro Piana Superyacht Regatta again takes place in June, in the stunning waters of Sardinia's Emerald Coast. The Yacht Club Costa Smeralda will host the event, now in its fifth year and one of the most popular superyacht regattas on the calendar.

Last year saw a fleet of almost 30 yachts take to the waters to compete for the coveted Loro Piana Prize Overall, the Silver Jubilee Cup by Boat International Media. The regatta has been extended to include five race days for 2012 and the keen interest being shown by yachts so far suggests we will have yet another diverse and impressive fleet of superyachts in attendance.

Entries are being accepted for yachts with a LOA above 24m, through the website loropianasuperyachtregatta.com.



ONTACT: Alexis Davis at email: alexis.davis@boatinternationalmedia.com tel: +44 208 545 9334

Upcoming Events

The Rendezvous in Monaco

21-24 June 2012

The 22nd edition of The Rendezvous in Monaco this coming June will once again attract some of the finest luxury motor yachts on the water to Monte Carlo, for four days of yachts and fun in Europe's most glamorous yachting destination.

The Rendezvous provides an opportunity for superyacht owners to enjoy their yachts to the maximum and socialise with like-minded peers in a relaxed and privatised setting along the exclusive French Riviera.

An exciting on-the-water programme includes

two spectacular cruises to Saint-Jean-Cap-Ferrat and Cap d'Antibes, and a treasure hunt by tender around the port of Monaco. On land, guests will attend a succession of glamorous cocktail parties and participate in a host of activities including cocktail competitions, spa and beauty and have the exclusive opportunity to cook with a celebrity chef in their own galley.

In 2012 the third annual ShowBoats Design Awards relocates from Palm Beach to the heart of superyachting in Monaco, and will be held on the second evening of the Rendezvous programme. Many of the newly launched finalist yachts will be in attendance, taking their place in the line-up and joining in the yachting festivities.

Register your interest in participating online at superyachtrendezvous.com.

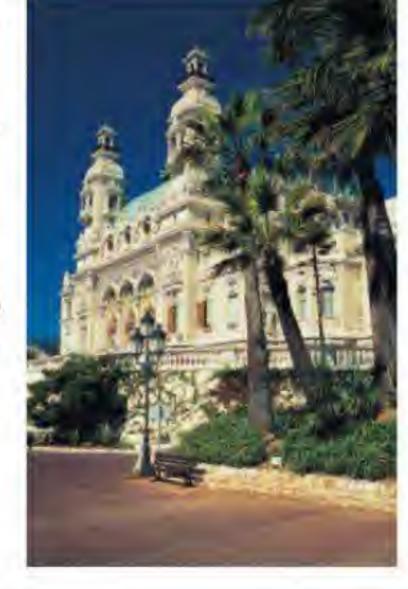


22 June 2012 Monaco

➤ The third annual ShowBoats Design Awards will honour the creative talents behind the most innovative, elegant and inspiring yachts delivered in 2011, at a glittering gala evening to be held at Monaco Opera House on 22 June 2012. There are now only few weeks remaining to submit your nominations before the closing date of 15 February 2012.

Superyacht owners, designers and luminaries of the yachting industry will attend the prize giving, where the golden neptune trophies are presented to the winners during a spectacular evening of fine dining and entertainment.

The full list of categories, entry requirements and details on how to attend the gala evening can be found on the ShowBoats
Design Awards website. Make your nominations and book your tickets now at showboatsdesignawards.com.



Young designer of the year award 2012

Closing 9 May 2012

Nicholsons International.

A new task has been set in 2012, which allows practising yacht design students and recent graduates to fulfil a realistic client request.

The winner will be chosen by a panel of internationally known yacht designers and receive €5,000 prize money, as well as the golden neptune trophy.

The competition brief, rules and entry requirements are available to download at showboatsdesignawards.com/young-designer

14 - 17 MARCH
Caribbean Superyacht
Regatta & Rendezvous
Virgin Gorda, British
Virgin Islands



5 MAY World Superyacht Awards Istanbul, Turkey



4 – 9 JUNE Loro Piana Superyacht Regatta Porto Cervo, Sardinia



21 – 24 JUNE
The Rendezvous in Monaco
Principality of Monaco



22 JUNE
ShowBoats Design Awards
Principality of Monaco



World Superyacht Awards 2012

THE FINALISTS

Displacement Motor	Yacht of 3,000GT	and above	(approx 85m+)
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YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Serene	133.9m	Fincantieri Yachts	Fincantieri Yachts	Espen Oeino International	Reymond Langton Design

Displacement Motor Yacht of 1,300GT to 2,999GT (approx 60m - 84m)

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Air	81m	Feadship-Kon De Vries	De Voogt NA	Studio De Voogt	Rémi Tessier
Imagine	65.5m	Amels	Tim Heywood Designs	Tim Heywood Designs	Andrew Winch Designs
Lady Britt	63m	Feadship-Kon De Vries	De Voogt NA	De Voogt NA	Redman Whiteley Dixon
Numptia	70m	Rossi Navi	AXIS	Design Studio Spadolini	Salvagni Architects
Sapphire	73.5m	Nobiskrug	Nobiskrug	Newcruise	Newcruise
Seanna	65m	Benetti	Benetti	Redman Whiteley Dixon	Redman Whiteley Dixon/Sue Young
Talisman C	70.54m	Proteksan-Turquoise	Proteksan-Turquoise	H2 Yacht Design	H2 Yacht Design
Tango	77.7m	Feadship-Royal van Lent	De Voogt NA	Eidsgaard Design	Eidsgaard Design

Displacement Motor Yacht of 500GT to 1,299GT (approx 50m - 59m)

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Darlings Danama	59.5m	CRN Shipyard	CRN Engineering	Zuccon International Project	Arch. C & A Negoescu
Diamonds Are Forey	ver 60.8m	Benetti	Benetti	Stefano Natucci	Evan K Marshall/Usonia V
Galileo G	55m	Picchiotti-Perini Navi	Philippe Briand	Vitruvius Ltd	Perini Navi
Harbour Island	55m	Newcastle Shipyards	Murray and Associates	Murray and Associates	Claudette Bonville Associates
Kaiser	60m	Abeking & Rasmussen	Abeking & Rasmussen	Donald Starkey Designs	Bannenberg & Rowell Design
Prima	53.7m	Palumbo	Hydro Tec	Hydro Tec	Design Studio Spadolini
Turquoise	55.4m	Proteksan-Turquoise	Dubois Naval Architects	Dubois Naval Architects	HOK Design/Suntay Design
Yogi	60.2m	Proteksan-Turquoise	Proteksan-Turquoise	Proteksan-Turquoise/Jean Guy Verges	Jean Guy Verges

Displacement Motor Yacht of below 500GT (30m to approx 49.9m)

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Axantha II	43m	JFA Yachts	Vripack	Vripack	Owner/Vripack/JFA Yachts
Codecasa 42 Vin	tage 42.5m	Codecasa	Codecasa	Codecasa	Della Role
E&E	42.09m	CIZGI Yacht	Endaze Marine Engineering	Vripack	Art-Line Interiors/ALG Design
Helix	44.65m	Feadship-Royal van Lent	De Voogt NA	De Voogt NA/Sinot Design	Sinot Design
Karia	45m	RMK Marine	Ron Holland Design	Ron Holland Design	Design Unlimited
Liberty	50m	ISA.	ISA	Andrea Vallicelli	Stefania Biondo Della Casapiccola
Bartender ex-Non	nade) 36.4m	Tansu	Kerim Acar	Tansu	Tansu
SnowbirD	39m	Hakvoort Shipyard	Azure NA	Cor D Rover	Illuminus Design Group/David Ostrander
Told U So	44.2m	Benetti	Benetti	Stefano Righini	Molori Design

Two-deck & Open Semi-displacement or Planing Motor Yachts

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Doubleshot	36.5m	Tecnomar	Tecnomar	Centro Stile Tecnomar/ Marino	poulos (interior and exterior)
Dream Tim II	39.65m	Overmarine Group	Overmarine Group	Stefano Righini	Overmarine Group
Le Caprice IV	33.23m	Ferretti Group	AYT-Ferretti Group	Fulvio De Simoni	Fulvio De Simoni/Centro Stile-Ferretti
O'Pati	39.47m	Golden Yachts	Hydro Tec	Studio Vafiadis	Studio Vafiadis
Platinum 77	35.5m	Benetti	Benetti	Stefano Righini	Carlo Galeazzi
Sharq	49.9m	Overmarine Group	Overmarine Group	Stefano Righini	Overmarine Group
Shooting Star	38m	Danish Yachts	Espen Oeino Int'l/Danish Yachts	Espen Oeino International	Art-Line

Raised pilot house Semi-displacement or Planing Motor Yachts

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Aurelia	37m	Heesen Yachts	Heesen Yachts	Omega Architects	Bannenberg & Rowell Design
Black Gold	34m	Westport Shipyard	Jack Sarin	Westport Shipyard / Taylor Olsen	Westport Shipyard
Desta	30.6m	CRN Shipyard/Ferretti Group	AYT-Ferretti Group	Zuccon International Project	Centro Stile-Ferretti Group
Le Gypsy	31.7m	Sanlorenzo	Sanlorenzo	Francesco Paszkowski	Santorenzo
Muses	36.58m	Horizon Group	Horizon Premier Yachtworks	JC Espinosa	Hemuid Design Studio
Never Say Never	39.12m	Sunseeker International	Don Shead/Sunseeker International Sunseeker International		Ken Freivokh Design



DUE TO THE OVERWHELMING NUMBER OF NOMINATIONS RECEIVED, BOAT INTERNATIONAL MEDIA'S EXPERT TEAM OF EDITORS HAVE REFINED THE NOMINEES TO AN OUTSTANDING LIST OF WORLD SUPERYACHT AWARDS FINALISTS

Three-deck Semi-displacement or Planing Motor Yachts

YACHT NAME	LOA BUILDER		NAVAL ARCHITECT	EXTERIOR STYLIST	Luca Dini Design	
Alexander Again 49.15m		Mondo Marine	Mondo Marine Engineering	Studio Vafiadis		
Angara	41.45m	Horizon Group	Horizon Premier YachtWorks	JC Espinosa	Schnaase Interior Design/Horizon Group	
Carpe Diem	58m	Trinity Yachts	Trinity Yachts	Geoff van Aller/Trinity Yachts	Carol Williamson	
Quinta Essentia	55m	Heesen Yachts	Heesen Yachts/VOA	Omega Architects	Ken Freivokh/Michaela Reverberi	
Satori	50m	Heesen Yachts	Heesen Yachts/VOA	Omega Architects	Rémi Tessier	
Tatiana	44.88m	Bilgin Yachts	Berkay Yilmaz	Joachim Kinder	Joachim Kinder	
Zaliv III	49.36m	Mondo Marine	Mondo Marine	Studio Vafiadis	Luca Dini Design	

SAILING YACHT AWARDS

Sailing Yacht in 40m+ size range

January Tachten	MCC C		CONTRACTOR OF THE PROPERTY OF	CARREST D. CARLOVER	WIELEST C. CLUCATICO
YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Christopher	46m	Pendennis	Ron Holland Design	Ron Holland Design	Ron Holland Design/Courtney
					& Co/Pendennis
Fidelis	56m	Perini Navi	Perini Navi/Ron Holland Design	Perini Navi	Perini Navi
Hemisphere	44.2m	Pendennis	Van Peleghem Lauriol Prévost	Van Peteghem Lauriot Prévost	Michael Leach Design
Hetairos	66.7m	Baltic Yachts	Dykstra & Partners/Reichel Pugh	Dykstra & Partners/Reichel Pugh Dykstra & Partners	
Infinity	46m	Cobra Yacht	Cobra Yacht Cobra Yacht		Cobra Yachl
Regina	56m	Pruva Yachting	Ayberk Apaydin	Pruva Yachting	Pruva Yachting
Sarissa	42.6m	Vitters Shipyard	Tripp Design	Tripp Design	Rhoades Young Design
Vertigo	67.2m	Alloy Yachts	Philippe Briand	Philippe Briand	Christian Liaigre Yacht Design

Sailing Yacht in 30m to 40m size range

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Akalam	32m	Pendennis	Barracuda Yacht Design	Barracuda Yacht Design / Javier Munoz	Javier Munoz
Antares III	30m	Yachting Developments	Dixon Yacht Design	Dixon Yacht Design	Rhoades Young Design
Canova	35.78m	Baltic Yachts	Judel Vrolijk & Co	Judel Vrolijk & Co	R&J Design/Baltic Yachts
Firefly	35.05m	Claasen Shipyards	Hoek Design Naval Architects	Hoek Design Naval Architects	Hoek Design Naval Architects
Sarafin	30.8m	Oyster Marine/RMK Marine	Dubois Naval Architects	Dubois Naval Architects	Oyster Marine Interior Design Team/Polly Sturgess

REFITTED YACHT

YACHT NAME	LOA	BUILDER	REFIT YARD	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
Athena	79.25m	Royal Huisman	Orams Marine Services	Dykstra & Partners/PB Design	Dykstra & Partners	PB Design/Rebecca Bradley
Destination	41m	Alloy Yachts	Trappman Interior		Owner	Reymond Langton Design
Mystere Shadow	47.55m	Houma Shipyards	Monaco Marine	Robert McFarlene	Pastrovich Studio	Pastrovich Studio

VOYAGERS AWARD

Recognising an owner that has made extensive use of his yacht in long distance voyaging and exploration over the past few years.

Nominations close on 27 February 2012.

Over two days of tough deliberation, Boat International Media's expert teams of editors have refined the nominees to an elite list of World Superyacht Awards Finalists who now stand in contention to receive a coveted neptune trophy.

Many congratulations to all of the owners and the teams responsible for these exceptional yachts. To be shortlisted as Finalist in the World Superyacht Awards - the most highly contested and prestigious prize in the industry - is a fantastic achievement.

LEGACY AWARD

Honouring an individual who has made an outstanding contribution to the superyacht industry over many years.

Nominations close on 27 February 2012.

TABLE APPLICATIONS

Table applications for the World Superyacht Awards 2012 Gala Evening are now open.

The following options are available:

Standard table seating 12 guests - €10,200

Standard table seating 10 guests - €8,500

To make applications and for further information, please go to:

EB: www.worldsuperyachtawards.com



international / O TS

Asia Superyacht Rendezvous

Superyacht splendour shines on Phuket

The 2011 Asia Superyacht Rendezvous attracted some of the world's most impressive luxury yachts to Phuket from 16-18 December, in a weekend of sophisticated fun and friendly competition.

Surin Bay provides a spectacular backdrop for this annual event, now in its 11th edition. This year's guest list featured an impressive display of marine magnificence including local motor yachts Andara, Celebrity and Happy, joined by a parade of global motor giants including Onyx, Maverick, Aveline, Hye Seas 2 and Cavallino, as well as two elegant sailing yachts, Ciliam and Silandra V that would later take centre stage in two days of racing on the Andaman Sea.

A first-class social programme complemented the racing, which included a Welcome Cocktail Yacht Hop, the famous 'Feadship Challenge' boat-building contest and The Rendezvous Booty, a fun filled treasure hunt by tender, designed for kids and adults alike, to make the most of Phuket's fabulous beaches and bays.

The glittering finale was the Boat International Media VIP Gala Dinner, held in the spectacular setting of The Surin. Thai dancing and live music performances added to the extravagant ambiance, while guests enjoyed a lavish buffet served overlooking the beauty of Thailand's coastline.

Boat International Media is proud to be the official media partner of the Asia Superyacht Rendezvous, the largest gathering of





















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ITALIAN ART ON THE SEA

america's cup diary

words: Andrew Rice

photography: Lloyd Images/BAR; Gilles Martin-Raget/ACEA



Back at the America's Cup World Series event in Plymouth last September, Russell Coutts wondered aloud why a sailing nation as great as Great Britain couldn't produce a team to race in the America's Cup.

In the absence of other options, Coutts appears to have answered his own question by giving Ben Ainslie the wherewithal to create his own team. Ainslie is the hottest property in sailing, the 34-year-old Briton having already won an Olympic silver medal followed by three golds. He is clear favourite to win another gold in the Finn class this summer at the Olympic regatta in Weymouth. If he does so, it will make Ainslie the greatest Olympic sailor of all time, more prolific even than the legendary Paul Elvstrom of Denmark.

A whole host of media and sponsorship opportunities will beckon Ainslie in the days and weeks after the Olympics, though he will have no time for idle chat on TV chat shows. Instead, he will be hot-footing it straight out of Weymouth over to San Francisco to compete as the skipper of his own AC45 catamaran, under the banner of Ben Ainslie Racing.

After being wooed by a number of Cup teams, Ainslie was persuaded to sign for the wealthiest, Larry Ellison's Oracle Racing. In a team already bulging to the gunnels with talent, it's hard to see exactly where Ainslie will fit in. His first foray into catamaran racing, three regattas at the helm of Oman Sail's Extreme 40 in the Extreme Sailing Series last

autumn, showed Ainslie is capable of adapting very quickly to the unique demands of high-speed multi sailing. But as to whether he can seriously threaten the incumbent James Spithill for the skipper's role – that seems highly unlikely in the short time-frame leading up to the Cup in 2013.

By Ainslie's standards, anything other than the skipper's job would be a bit-part role, whereas if he had signed for newly reignited Italian team Luna Rossa, he probably could have landed the plum job. So Coutts dangled the additional carrot of Ainslie running his own team on the ACWS circuit under his own brand name. Oracle will underwrite the £2.5 million cost of campaigning on the circuit, which gives Ainslie the launchpad to build his own full-blown campaign for the following America's Cup, the 35th edition.

This new venture will reunite Ainslie with former Alinghi team head Grant Simmer, the two having got to know and respect each other during the Team Origin project, the British America's Cup campaign that Sir Keith Mills folded two years ago when Oracle decided to take the Cup down the multihull route. Simmer and Ainslie were initially both critical of Coutts' new vision for the Cup, but now seem to have accepted it.

For Ainslie, it's good to be in the news again for positive reasons, after being ejected from the Finn World Championships in Perth just before Christmas. When a TV boat persisted in getting in his way during one of the final races of the regatta, Ainslie's Finn was swamped by the stern wave of the intrusive media boat. This sent the 95kg muscle mountain into a raging fury, diving off his dinghy after the race, hauling himself on board the TV boat to give the crew a piece of his mind, and diving back to his Finn a few seconds later.

This breach of sportsmanlike conduct resulted in Ainslie being disqualified from both races that day, dropping him from first to 11th overall. He faces a further inquiry into the incident, although if the mass outpouring of sympathy for Ainslie is anything to go by, there's unlikely to be any further disciplinary action. In the aim of turning Ainslie into a global media star, publicity like this is all grist to the mill.

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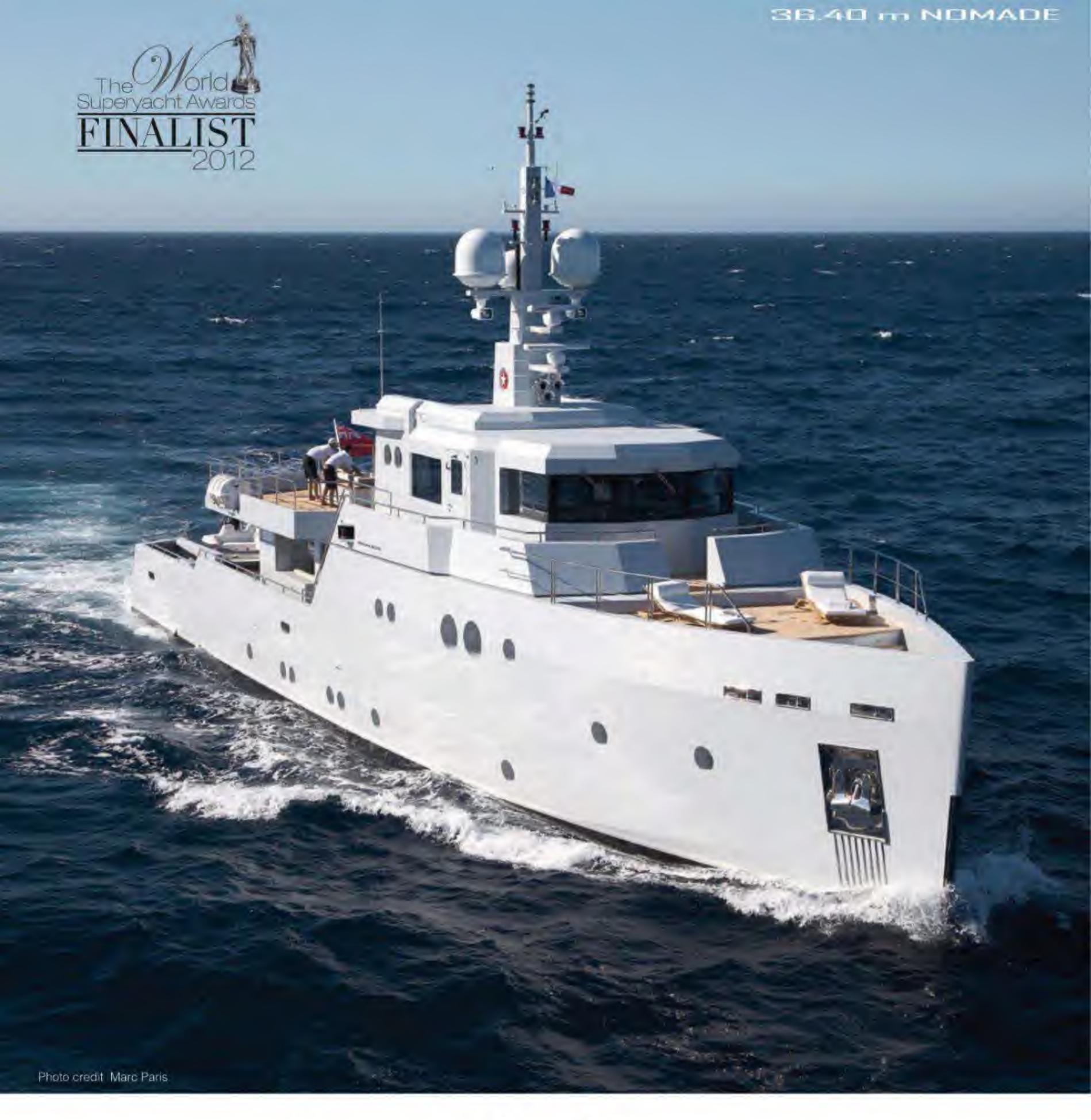
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Konstantinos Doukas, owner of M/Y Duke







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The future takes shape



IN THE SECOND OF OUR SERIES ON THE CONSTRUCTION OF THE LIMITED EDITIONS AMELS 199, WE FIND CONSTRUCTION AHEAD OF SCHEDULE

The construction of the first Amels 199 has moved on apace since we first wrote about Tim Heywood's scimitar-bowed design back in issue 301 last July. Progress is running even better than expected according to Nick Flashman, a building captain of Imperial Yachts, the construction project managers for this project.

'The whole process is going so fast,' he says. 'The hull construction was completed four weeks ahead of schedule. We took the boat

out of the water in November and by end of December the hull had already been faired from stem to stern, with three or four coats of filler applied. It's impressive how quickly it's all coming together.'

This yacht will be quite different to the Amels 199 originally envisaged. Production on the first hull was already under way to the specifications laid down by the in-house Amels design team in conjunction with Tim Heywood. However, the owner wanted to make



Despite the steel already having been cut and the early stages of production well under way, it was still possible for Amels to accommodate these significant alterations, as project manager Adriaan Roose explains: 'With almost 30 people working in the in-house design team, we put tens of thousands of man hours into the initial design and engineering plans for the boat. This gave us a strong design base to work from, so when it came to customising the

'With a typical custom build, you design as much as possible up to a certain cut-off date, and then any further changes need to be made during the build process,' he says. 'That inevitably requires an element of re-engineering and working around existing problems that could have been avoided with a longer and more detailed design phase.'

Superyacht Design



Part of Amels' design phase is to produce a sophisticated 3D model that integrates all the technical systems into the plans at a very early stage. 'All the systems that go into the boat – the air-conditioning, the water drainage, hydraulics, electrics – every pipe is included at the 3D Cadmatic stage,' says Roose. 'This enables us to optimise the use of the internal volume and effectively create a larger, more spacious yacht for the owner to enjoy.'

An example is the centralisation of the Amels 199's air-conditioning system into one space. 'Most 60 metre yachts would have five or six separate AC spaces located throughout the boat,' says Roose. 'Not only does this take up a lot more interior space, but the maintenance

schedule is much bigger. The feedback we've had from ship's engineers and captains is that they really like one big piece of equipment in one space, and of course we're helping maximise the luxury space in the yacht too.'

Making the most of the interior space is something that Amels prides itself on achieving, according to Roose, 'Amels is known for its sleek, streamlined designs. We want to build a boat with a certain kind of aesthetic, which of course results in a certain main dimension, the length, the breadth, the depth and so forth. Of course, at the same time we want to build a boat that brings all the comfort you could want, so to achieve both aims – the interior comfort without spoiling





As the hull takes shape (right) its narrow bow and longer waterline become clear. It's a construction challenge, but as tank testing (above) proved, it greatly enhances speed and efficiency



the exterior aesthetic – takes a lot of attention to detail. With the Amels 199, we spent a lot of time investigating her seakeeping qualities, and decided to use a very specific roll stabiliser from Quantum, with an extra hydraulic flap that increases the surface of the wings. It enables us to build a slender hull with the seakeeping performance of a wider body.'

It was Tim Heywood who envisaged the so-called 'scimitar bow' for the Amels 199, and it was up to the in-house design and engineering team to execute it. Adriaan Roose explains the engineering challenge: 'The bow is narrow, and it's complex to build, from a welding and construction point of view. But then there are the benefits of a longer waterline which gives the hull the same efficiency as a typical superyacht of say, 67 metres in length.'

In tank testing the hull proved to be quick and made little fuss through the water, with a minimum contractual speed of 16.5 knots, but which should exceed 17 knots without much trouble. 'With the hull running a little faster than expected, we found occasionally that water could creep up the bow,' says Roose. 'So we added a spray rail, a common feature on boats that sail a bit faster. Then we asked Tim Heywood to work on an aesthetic design for the spray rail, and it has become a feature clients have really responded to. It gives the Amels 199 a bite and an edge, and shows that it means business.'

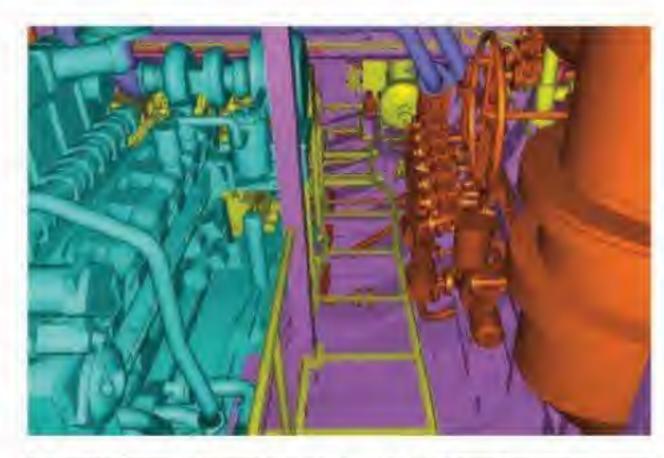
supervacht Design



The vessel is classified for worldwide unrestricted service, and Roose describes the Amels 199 as a 'go anywhere' yacht.

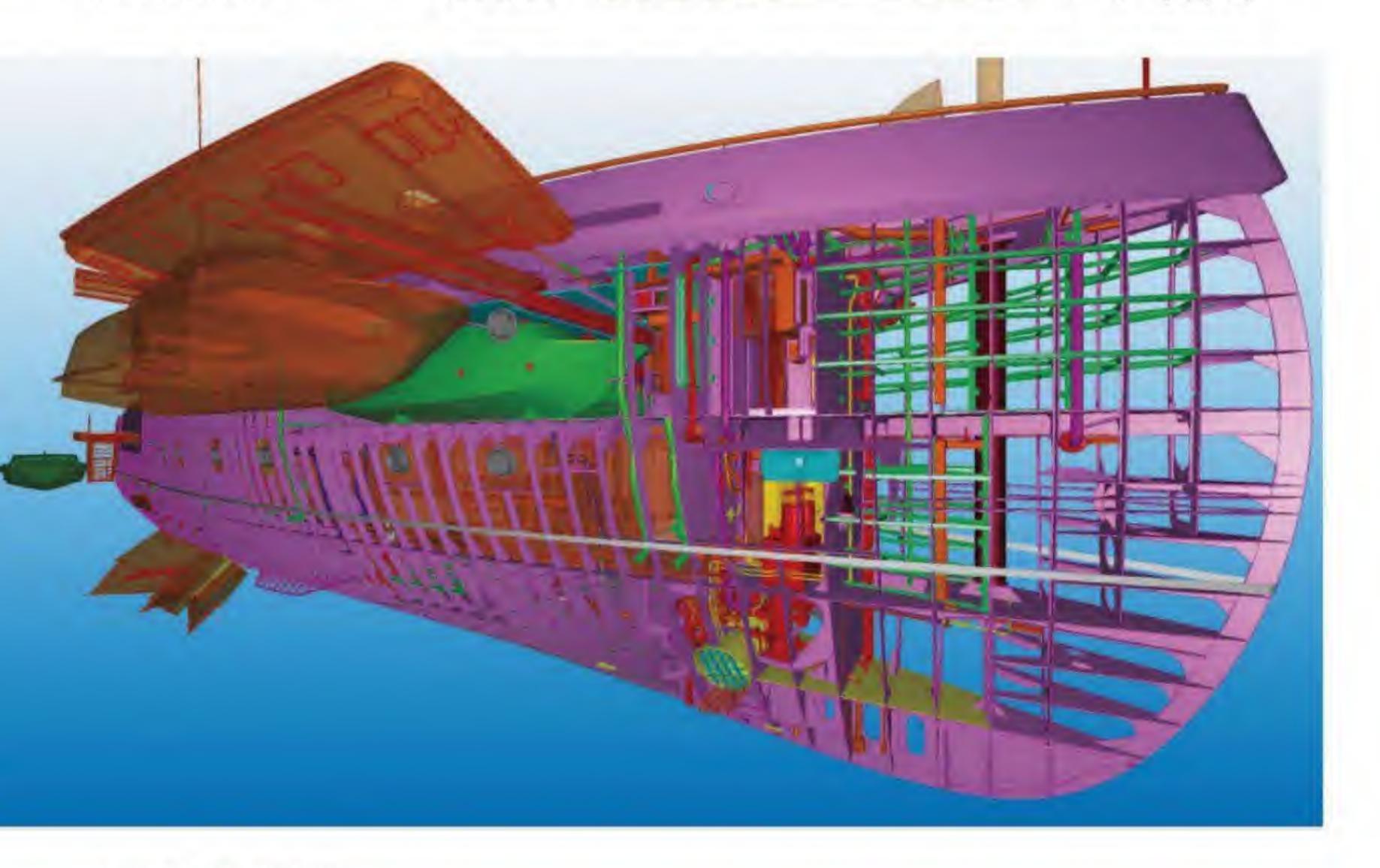
Meanwhile Imperial says it is happy with the progress of the project and the quality of the construction. The yacht is due for delivery in April 2013. 'Delivery time and cost were big factors for this project,' says Evgeniy Kochman, CEO of Imperial Yachts. 'The owner is happy with the quality and knows that he'll get a reliable boat and good value from Amels. Tim Heywood's design is something unique, something you just won't see anywhere else. From every point of view it looks different from your conventional, flared-bow superyacht.'

The man behind the radically beautiful shape of the Amels 199, Tim Heywood, was delighted by the photos of his creation as it emerged from the shipyard. 'For any designer it is an incredible moment when paperwork turns into steel, especially when the results mirror my drawings and sketches so exactly,' he says. 'I have watched her grow from pencil lines on a piece of paper, through the yard's technical department and onto the construction hall. She is a very important project for us all, but even more so for me.'





The impressive 3D
Cadmatic rendering
(bottom) reveals every pipe,
duct, hydraulic system and
electrical conduit and
enables their efficient
placement. The accuracy
of the rendering is clearly
shown (left) as the real
engine room reflects the
3D image (top left)



SINGULAR IN HER ABILITY TO

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From first glance, Katya is a striking beauty - a symphony of curves and shapes stunningly chic, yet magnificently timeless. Delta's 151-foot full-displacement motor yacht utilizes the most advanced composite technology and naval architecture. Styled by the in-house Delta Design Group – who is also responsible for the entire engineering package - Katya is sure to make an unforgettable impression to all who make her acquaintance.

FOOD: ONE OF THE
GREATEST PLEASURES
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HEADACHES – ON ANY
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GALLEY DESIGN TO
BUDGETING,
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AND GOURMETS SPECIAL
TELLS ALL YOU OWNERS
HOW TO PERFECT
CATERING AT SEA

GALLEY DESIGNS

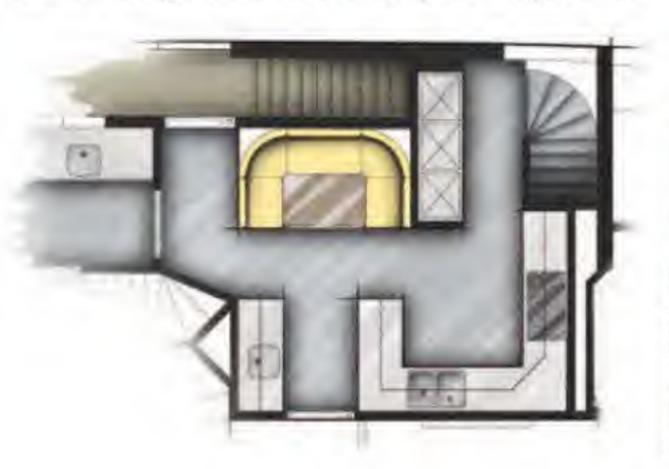
Proper catering requires galley designs that closely tie their functionality with specific use

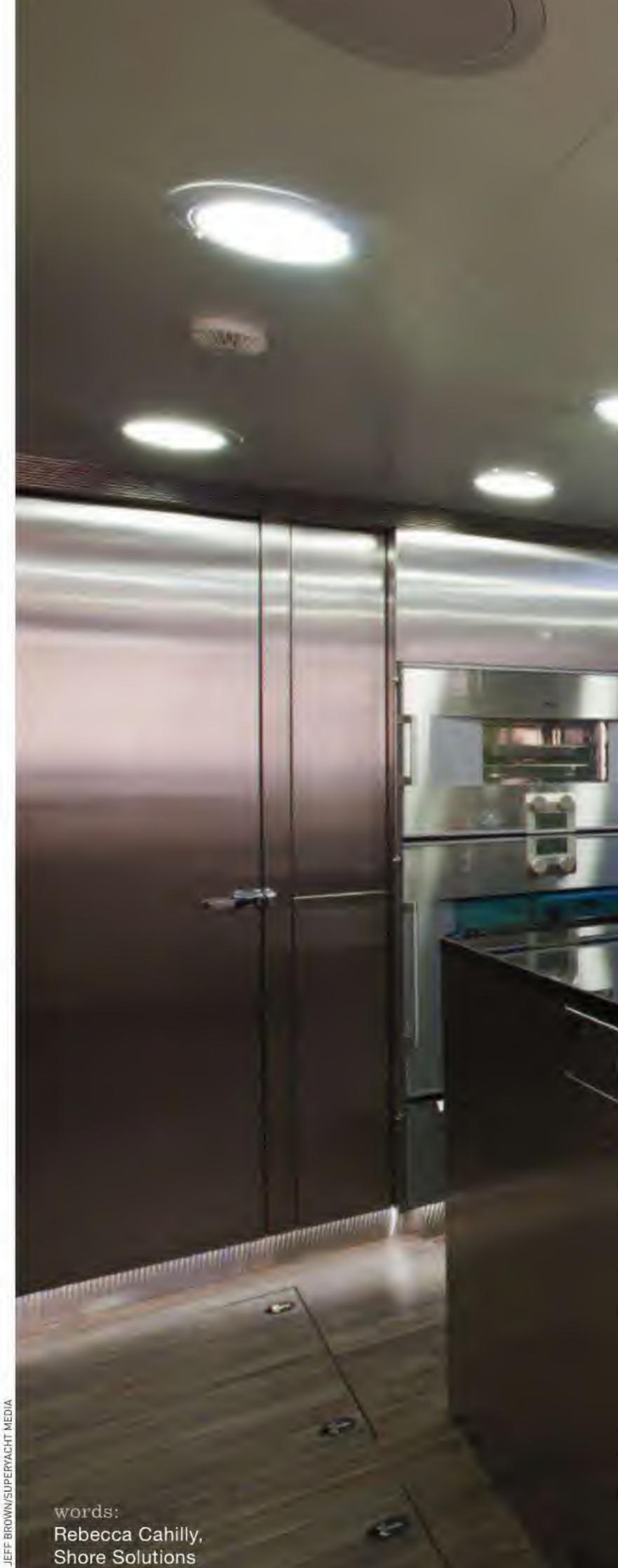
Before aesthetics or other considerations, the galley is a technical space, designed to facilitate one of the most important onboard activities: eating. The galley must have an efficient layout, the correct equipment, the most appropriate materials, well thought-out waste disposal, and as much refrigeration as can be fitted into it.

While a galley's design and layout needs are dictated by a vessel's type and size, the biggest factor when it comes to galley design is private versus charter use.

Private yachts can get away with standard galleys designed to service small groups and families. High-end consumer-grade appliances will suffice, and the galley itself may become a focal point of the main living areas, with islands and sofas providing a gathering spot for guests.

When your boat is intended for charter, however, the requirements are different. No matter what galley you have, layout and space planning must facilitate an efficient workflow. Dutch designer Vripack suggests a triangle design (see p54) that allows the chef to move about unimpeded. Yacht chef and design consultant Peter Ziegelmeier agrees. 'We









The country kitchen: yes or no?

The 'country kitchen' concept is for a main-deck, open-style galley, traditionally preferred by Americans for its windows, guest sofas and islands for snacks and chats with the chef, and originated on smaller, private US-built or -designed yachts. As recently as the early 2000s, the style was scoffed at by many European designers and yards, whose clients preferred to keep the galley hidden away below decks. But the country kitchen began to appear on larger custom and European builds, and today is considered an *en vogue* design trend by some.

'I'm a huge fan of the country kitchen,' says American yacht chef Adrienne Gang. 'It allows guests to see and interact with the chef.' Gang offers cooking lessons on some charters, which guests love. 'To have a closed kitchen limits what you can do on a charter.'

Canadian chef Joanne MacKenzie disagrees. 'It's good to have a self-contained galley so the chef can limit traffic. That rules out the country kitchen. It's nice if you're on a smaller boat, but traffic from crew and guests makes the galley too hectic to work efficiently.'

need uniform areas with easy access so we can twist, turn and get it done.' He stresses stewards need to have prep areas and with the right design, this can be incorporated in smaller galleys. 'Bigger isn't always better; I've worked in large but dysfunctional galleys.'

Plenty of natural light is another request, and adequate ventilation. Most HVAC systems account for the extra air needed in the galley to offset extraction hoods. Most builders factor in the ducting and the fact more ducting means more to clean. 'An ideal layout situates the galley close to the top of the boat, to minimise tubing,' says Ziegelmeier.

Hidden extras

In a galley, details take on greater importance: like counter height, foot switches to trigger automatic doors, customsizeable plate holders and dual sinks. But the one element most requested has to do with loading provisions and garbage disposal – challenges yet to be completely resolved.

'On some boats doors on either side of the galley allow us to bring in groceries, but on others you take your groceries or trash all around the boat,' says chef Adrienne Gang. 'On some boats I've had to stack [bags of rubbish] on the galley floor, because the only way to get it off the boat was to walk it past the saloon window,' says Ziegelmeier.

Rubbish compactors with foot pedals, and direct access to a refrigerated waste-storage area, are common requests. 'We've designed bins that store recyclables and waste,' says Mark Obernberger, design manager at Delta Marine. 'Other boats compact and refrigerate garbage and offload it at port.'



T've worked on a yacht where the galley dry store was located on the bow under a double sun lounger. Should there be any guests sunbathing – well, the stores are closed today'





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'One request from an owner was to fit an oven large enough to cook a whole camel'

Refrigeration

Chefs agree storage is important, but refrigeration is crucial. 'I would rather store plates on bunks and have refrigerator space than the other way around,' says chef Gang.

'The large American-type refrigerators have a place on all yachts over 30 metres,' notes the Vripack design team.

'You should be able to store two half-sheet pans (33 x 46 x 2.5cm) lengthwise,' says Ziegelmeier. 'The refrigeration should have an external LED-lit temperature gauge that can be calibrated and isn't hidden inside the unit. I also recommend refrigeration back-up pieces be kept on board; even an extra compressor in a locker area in the bilge.'

Materials

The trend for owners and guests to interact with the chef in the galley is reflected in the galley being finished to a

higher standard, notes Andrew Trujillo of Azure Yacht Design & Naval Architecture. Glossy lacquered doors, granite or marble worktops and attractive flooring are now common. However, on larger boats, the galley is less likely to be a social hub and the finishes will be more industrial.

Vripack suggests the galley sole be a soft material, such as Amtico. Teak is a no-no as it absorbs grease, chemicals and smells. Whatever the material, the flooring should be non-skid and easy to clean.

Granite and marble are often used for the countertops, as are Corian and brushed stainless steel. 'If you have time to maintain it,' says Gang, 'it is good to have nicer surfaces, for showmanship purposes.' Marble tops are difficult to maintain, but the industrial alternative – stainless steel – is losing its shine. 'I hate stainless,' says chef Joanne MacKenzie. 'It's hard to clean and generates a lot of heat.'

The future

Efficiency is the trend for the industry,' says Enrico Lumini of Hot Lab Yacht & Design, 'We see requests for sustainable appliances, recycled water and high-efficiency refrigeration. Architects need to be innovative and incorporate sustainable appliances, while utilising every free centimetre of space.'

There are obvious limitations imposed by yachts when it comes to cooking. 'Chefs have issues with storage, equipment, communication, everything. The challenges will always be there, from prep and plating areas to crew communication issues,' says Ziegelmeier. 'But chefs are resourceful – they can turn stuff into gold.'

Equipment

'When you get into the
[30 metre] size range,
practicality becomes more
important, says Enrico
Lumini of Italy's Hot Lab
Yacht & Design. The galley
is like a restaurant kitchen,
and the use of materials,
space and appliance needs
change completely.'

Take care when outfitting your charter yacht galley. 'Even if you select top consumer-brand appliances, such as Gaggenau or Sub-Zero, they cannot compare with professional equipment, especially in stoves and refrigeration,' says Lumini.

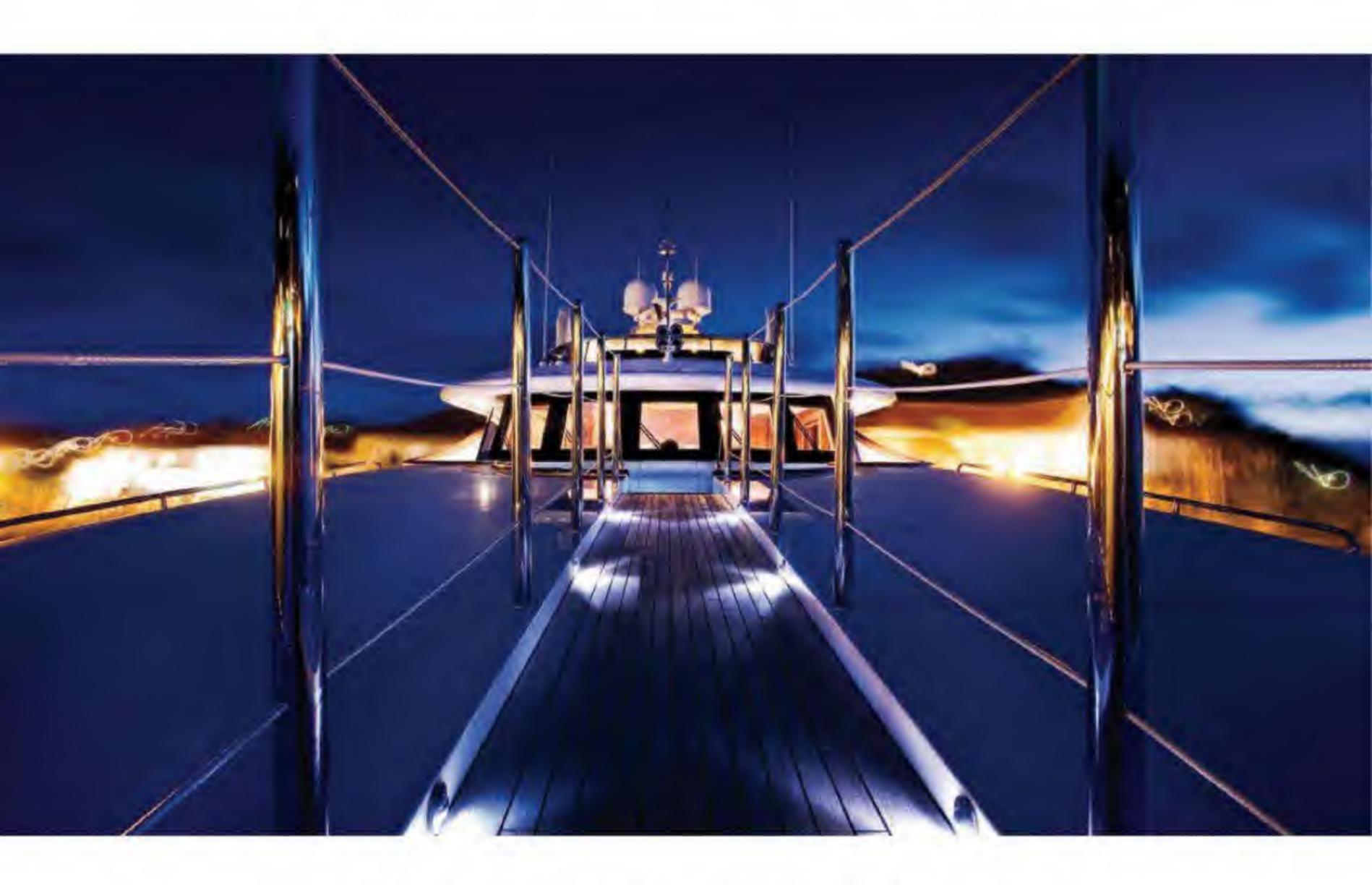
Versatile appliances are preferred – and a 90cm oven with a six-burner stove. 'My biggest pet peeve is the oven,' says chef Peter Ziegelmeier. 'The best equipment is Vulcan or Wolf. Gaggenau ovens require special pans that are difficult to restock, especially when you're in a remote location.'



In practice, galleys are almost never this quiet, and need to cope efficiently with a busy chef, serving staff and hungry crew – in a very small space



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A FEW WORDS FROM THE CHEF

OWNERS TAKE NOTE: IF ANYONE KNOWS HOW TO CREATE AN ECONOMIC, EFFICIENT, ONBOARD CATERING SYSTEM, IT'S THE PERSON RUNNING IT



For the perfect galley, good use of space is the underlying factor, along with what will be expected of the galley. I work on a yacht with three large walk-in fridges, a large walk-in freezer and a dry store larger than I've had in any restaurant or hotel. With a yacht designed to cater for over 130 guests and crew, a precruise delivery can weigh five tonnes for 2,750 meals a week.

Functionality

Galleys are rarely designed to fulfill their potential. Design should allow for functionality, workflow and storage. The correct equipment should be where you need it.

Design input

Galley design often comes down to an architect who has never set foot in a kitchen. It's a logical idea to consult someone with experience, and any new design should always be chasing the best equipment.

Hot tips

- A hot lamp-lit pass with a doublesided under-counter plate warmer that can be accessed by chef and stewardess on either side.
- A marble bench near the fridges and freezers with a fan to keep the bench cool when working with delicate items in hot climates.
- A cooking range that allows the chef to cook food, plate it on the pass and discard the hot pans behind him in the sinks.



Brennan Dates
Experience: 10
years, 27-120m
boats, private and

charter, about 12 guests and from four to 50 crew

It's hard to say what my dream galley would look like. There are variables: the number of crew on board; is the vessel private or charter? What is its itinerary? Will there be long-range travel or will you be close to the usual spots?

Design input

Most galleys I've worked in have been amazing – well laid out and easy to work in. A couple had thoughtful additions I wouldn't have dreamed of. Some builders put little thought into how a galley should be put together. It takes a lot of effort to pump out meal after meal, day after day, especially in a galley not designed properly in the first place.

The right equipment

At the very basic level, no matter what size vessel, you should have induction burners and a combi oven. The cabinetry should be really simple and smooth so it can be cleaned and sanitised quickly. For larger galleys I'd also have:

- Drains on the floor for easier, faster floor cleaning.
 - . A 25 and a three litre mixer.
- An insulated sink that can be converted into a water bath.
- A fryer that is rated for a pasta station as well.
- A full-sized dishwasher with a two-minute cycle.



Lindsay Wilson Experience: 10 years, charter and private, 70m+ superyachts

I have worked in great galleys and abysmal ones. Some were well organised, had quality appliances, plenty of bench space and storage. The not so good include a closet with 45cm of bench and one with Ikea units; all catered to 12 guests.

The right space and equipment

I once worked on a 70m-plus yacht that had a tiny galley with four ceramic hobs and one oven, catering for 20-odd crew and 14 guests. It made life very difficult. One galley had a pizza oven that only cooked two pizzas at a time.

Storage is key

The biggest issue is storage. There is rarely enough cold storage, while dry storage is often an afterthought and ends up in a cramped damp bilge.



Stuart Experience: nine years, charter, catering for 12

guests, 10 crew

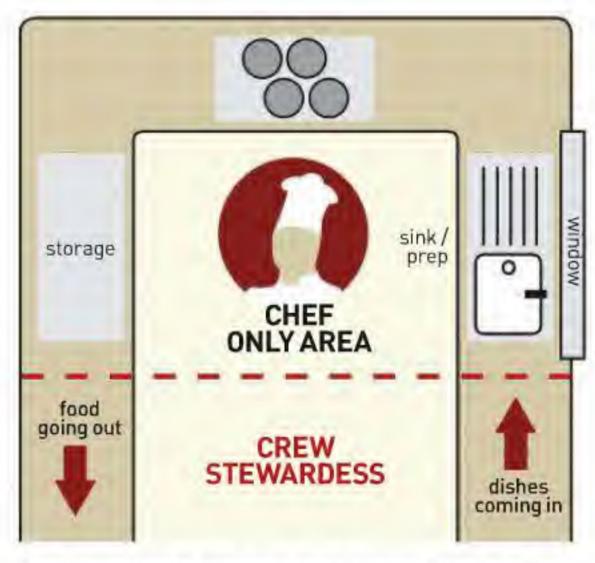
I have made little improvements to galleys over the years; the simplest was to remove my rubbish compactor and replace it with shelves to store tray bakery items.

Vital equipment

I have a convection oven, Pacojet (for ice creams and sorbets) water bath, vacuum pack machine and induced energy tops, which save energy and money. A blast freezer cools food quickly.

Storage fit for use

Regarding fridges and freezers,
I could easily fill double what I have
on board, because the boat was
never designed to be used on long
charters.



How many chefs see their ideal galley: Vripack's perfect triangle of preparation, cooking and service

'I joined a newly launched yacht that had no drawers in the galley or anywhere to store smaller pieces of equipment. The immediate solution was a trip to IKEA'

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HOW TO GET THE BUDGET RIGHT

WHATEVER YOUR YACHT SIZE, AND HOWEVER IT'S USED, THE BIGGEST CHALLENGE CAN BE BUDGETING AND PROVISIONING EFFICIENTLY



The quantity of food needed each week is huge; you can't just nip to the local market and pop a tonne of fruit and vegetables and dairy products in the back of the crew car each week. It is necessary to source everything from a provisioner, who can make sure you get everything that you need, when you need it and wherever you are. This comes at a price but is most certainly required.

Satisfy every appetite

Then there's the issue of keeping 70 people from over 20 nations happy every day. To tackle this, meal times require a larger quantity of food. You need two to three main courses, soups, selections of side dishes, salads and desserts, all served as a buffet. There has to be enough to make sure everyone can have some, so there are always leftovers.

Managing waste

We won't shamelessly throw everything away, not just because of the money, but because it is a waste. Serving back food to the crew is a delicate situation - if it looks like yesterday's food they won't touch it. But if you prepare something nice, more crew will thank you than did the day before. A lamb stew can be strained and made into Cornish pasties; seafood risotto can be made into arancini balls, fried and served with a spicy tomato sauce. We use what we can a second time - anything left after that is wastage.

Spot the difference: private and charter

A private yacht sees a lot less action than a busy charter yacht so the regular re-stock of guest provisions and the option of using and eating the remaining guest provisions isn't there as a regular backup. The crew also has a lot more time on its hands and tends to spend more time eating snacks. The need for a bigger budget on a larger private yacht than on a smaller busy charter yacht is apparent, and both are manageable in their own environments.

Get involved or use a management company?

From low- to high-end, overall budgets can range from \$33,000 a year up to €460,000 a year. How much the owner of a yacht is involved with such figures varies massively. Management companies are there to advise and control these things. Any yacht owner will be aware of the staggering difference in the cost of running small to large yachts and how much difference chartering their yacht can make, compared to keeping it solely for personal use.



Medium budget

Chef: Lindsay Wilson Crew: 13 Budget: €57,000

We don't have an owner's budget, but on the cost of guest and owner food, I have not had a complaint to date. They are the ones to make special requests, and are aware of the costs and the possibility of a reasonable amount of excess.

We limit wastage, although it's not possible to eliminate it totally. We keep it to a minimum with clever recycling and not over-catering in the first place.

Crew budgeting

My crew budget is about €12 per person per day for food, beverages and snacks. This is achievable with planning, good use of ingredients and thrifty provisioning. The crew don't often get fillet steak and lobster, but there are good cuts of meat, fresh vegetables, fruit and fresh fish.

During the season crew food is often subsidised by guests and owners, as there are usable guest leftovers and items requested in provisioning sheets but never used.

Charters

For a charter I prepare for as many situations as possible, so there are often leftover items, paid for by guests and used for the crew. It's not a problem as guests always take priority and it is only when items are beyond acceptable serving date to guests that this food is recycled and used for crew.

Keeping guests and crew fed involves the regular intake of huge amounts of food on board. Chefs try to source most items locally, but larger private yachts employ a provisioner to keep things on track





Medium budget

Chef: Brennan Dates, 80m yacht Crew: 25 Budget: €156,000

We have a budget of just under €13,000 a month to spend on food for 20 to 25 crew members. That includes lunch and dinner seven days a week with dessert and hot breakfasts offered every other day.

The budget is fair, considering how expensive all the goods are where we are tied up. We are able to get decent cuts of meats and seafood and stay within the budget.

Our management company provides a spreadsheet that we submit purchase orders through. The captain also has us fill out a daily budgeting spreadsheet for all galley expenses. This adds up all transactions and gives us an updated percentage of the surplus budget for the month.

Organising the food

We order fruit, vegetables, dairy and proteins about every 10 days. There is very little carry-over product from one week to the next. This helps keep us on track for each month rather than doing huge orders that would need to be estimated and divided over a couple of months.

Find the right source

Location plays a huge role in what you can buy. We are wintering in Italy, and buy locally rather than paying shipping costs from the UK. The meat in Italy isn't great, so most of our meat is from France, a slightly better option.

We serve at least one meat and a seafood option for lunch and dinner. The seafood locally is expensive. The quality is amazing but it's hard to fork over money to support an industry with dwindling stocks. We need to stop buying local unsustainable seafood so it can recover.

Serving what people want

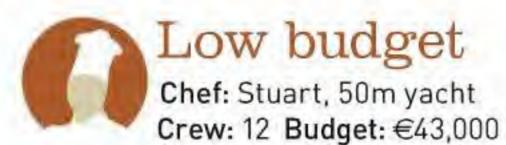
Leftover owner and charter stock can pad your budget with the finer things in life. I get the best quality ingredients I can find locally. Sometimes this isn't enough to impress our well-read and food oriented clientele. This means you must have a varied, well stocked freezer to get through a season.

The crew can help out

When the summer winds down and you still have freezer stock left, the crew get the spoils during the crossing/yard period. It's absolutely transparent, with owners knowing the crew help them make room for a fresh freezer restock.

Charters

Charters are different, as you walk a line between having everything to please your guests, but not using all the APA for truffles and caviar. I have worked for an owner who would greedily take an inventory of our freezer at the end of each charter so he could save a few dollars on his next trip.



Because of the nature of our business, costs are a lot higher than in the restaurant trade – we need companies to sort out all our paperwork and certificates to ship food worldwide, which costs a hell of a lot.

Crew costs

I work on a very small budget, but that does not mean the crew don't eat fillet of beef, sea bass and lobster sometimes; we get a lot of leftover charter food, which goes straight to the crew after each charter. I budget for €10 per head per day, not including drinks and snacks.

Owners and guests

When it comes to guest provisioning I generally like to spend €130-150 per head, per day. Sometimes clients will specify cheaper meats, so the costs would then come down. Obviously, if the client or boss wants expensive things like wagyu beef, caviar and white truffles, on the other hand, these costs go up, along with the freight costs because of where these provisions come from.





Shore Solutions

All chef and food-related contributions to this feature were kindly supplied by Shore Solutions (shoresolutions. com]. The company claims to be the largest luxury yacht provisioning company, serving superyachts over 50 metres worldwide, and prides itself on sourcing the finest goods for all galley, cellar and interior yacht requirements. It has offices in London, Nice, Antigua and St Maarten, while partnerships let it serve yachts anywhere globally.

Shore has expanded into the new-build domain, which also involves setting budgets and bespoke product lists, managing annual delivery schedules and crew training.

'Our last project was for a 125 metre superyacht with 80 crew and 30 guests,' says marketing manager Natasha Rajalingam. 'Three months' preparation preceded an initial fill of 65,000 items, delivered over five days in 90-minute drops.'

Provisioning and catering for a wide range of tastes and a sophisticated clientele is a minor miracle performed by many superyacht chefs. You may be paying him enough – but how's his budget?







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CHEF'S HONOUR

THE 12TH ANNUAL CONCOURS DE CHEF IN ANTIGUA PROVED THAT THE SUPERYACHT FLEET PROVIDES SOME OF THE WORLD'S BEST CHEFS

words: Steve Davis photography: Bugsy Gedlek

What a wonderful feeling to know that the chef on your yacht not only satisfies your tastes by preparing exactly what you like, but has earned the accolades of esteemed judges at the Concours de Chef during the Antigua Charter Yacht Show.

The Show celebrated 50 years in December, inspiring the theme for the competition: a 50th anniversary Caribbean celebration banquet. Chefs from 30 yachts participated and the panel assessed innovation, presentation, taste, overall impression, knowledge of food handling and use of Caribbean ingredients.

Chefs had anticipated using local ingredients, but found acquiring them was sometimes difficult, especially since mangos had just gone out of season.

'At one shop [the shopkeeper's] friend went into their garden and provided fresh fruit, which I turned into modern Australian [fare],' says Tim Macdonald, chef aboard *Huntress*.

Macdonald's menu featured cold lobster medallions in mango and kaffir lime leaf sauce, soused conch with pink grapefruit, jerk chicken and barbecued pineapple wrapped in banana leaf, with green papaya and hot mint coleslaw.

Emma Beckett, chef of *Lady J*, created a menu featuring papaya and green chilli-tinis, chilled prickly pear and avocado soup, rock lobster stuffed with sweet potatoes and crab mousse, jerk-marinated *filet mignon* with a roasted corn-fried dumpling and thyme curry sauce and ended with a trio of desserts. It earned her first place in the Yachts 100 Feet to 159 Feet (30.5-48.5m) category.

René Kappetein of World's End learned about local culture and food, and his use of beans, chicken, pork, lobster, pineapple, chillies and local spices won him first place in the Yachts Up to 99 Feet (30m) category.

Owners and crew are proud to have all entrants on board, and charter clients will be lucky to sample their creations.

The Winners

Yachts 160 Feet and Above (48.8m+)



Chef Competition
First: Tim Macdonald
[left] - Huntress

Second: Heather Kaniuk – Numptia

Third: Thomas Francque - Passion

Table presentation
Theone Penn

- Troyander

Creative use of the 50th and Champagne bottle: Passion

Carib Bean Coffee Roasters Prize:

Heather Kanuil - Numptia

With experience opening restaurants and cafés, Tim Macdonald's style has developed: 'Learning to cook what the owner and guests want, not what you want.'



Yachts 100 Feet to 159 Feet (30.5-48.5m)



Chef Competition

First: Emma Beckett

(left) - Lady J

Second: Gabrielle Scott

- Va Bene

Third: Jerry Bond

- Arioso

Table presentation:

Hilary Gibbson

– Andromeda la Dea

Creative use of the 50th and Champagne

bottle: Sea Quell

Carib Bean Coffee Roasters Prize:

Melinda Heinze - Hemisphere

Emma Beckett calls her style 'contemporary fusion' and she has an interest in molecular gastronomy. She hopes to become a chocolatier and incorporate it into her culinary delights.



Yachts Up to 99 Feet (30m)



Chef Competition

First: René Kappetein (left) – World's End

Second: Adrian Martin

Lady AlliauraThird: Caro Uy – Muse

Table presentation:

Julia Fluhrer – Matau

Carib Bean Coffee

Roasters Prize:

René Kappetein - World's End

René Kappetein was influenced by his passion for Italian food and how it brings family and friends together. 'Every layer is nice, but is best when put together,' he says of his food.





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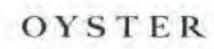
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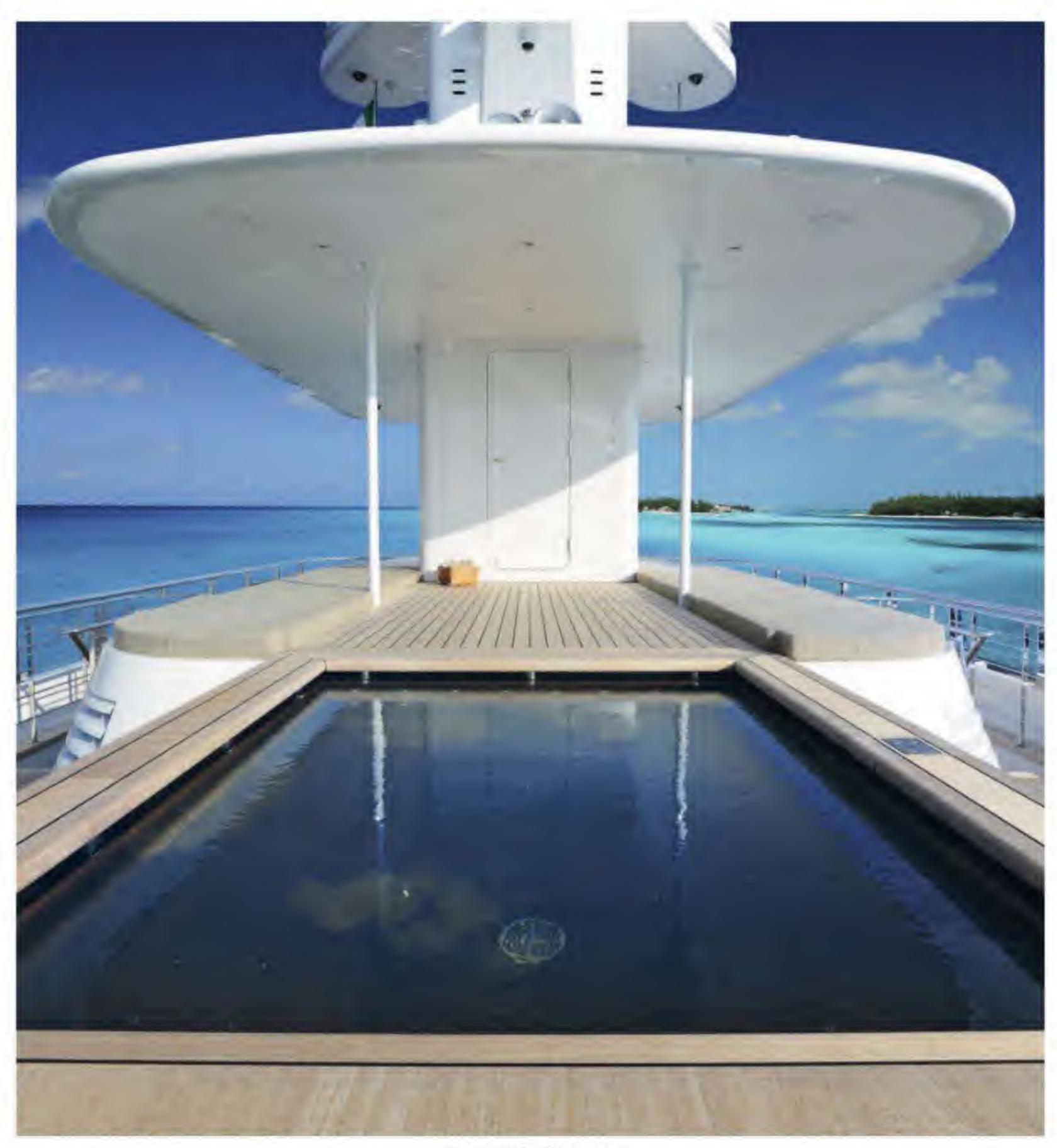




MUSASHI

FUSING JAPANESE MINIMALISM WITH HINTS OF ART DECO AND VAST EXPANSES OF GLASS, THIS MAGNIFICENT 87.78 METRE YACHT, **DESIGNED BY SANDER SINOT**, SHOWS WHAT CAN BE ACHIEVED WHEN A TOP STUDIO, A LEADING SHIPYARD AND AN ENTHUSIASTIC, KNOWLEDGEABLE OWNER COME TOGETHER



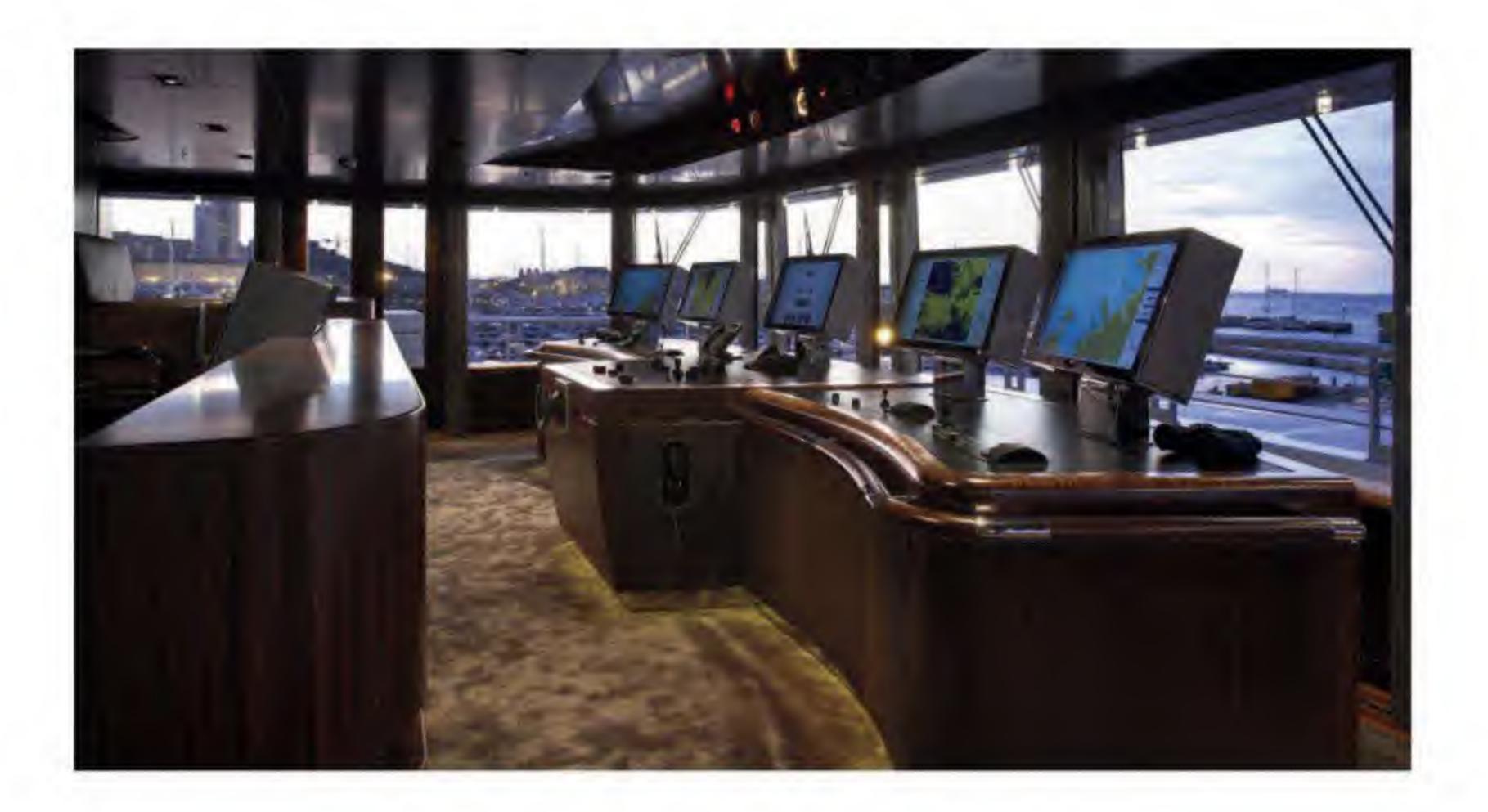


words: Tim Thomas





'In the early sketches we had a complete Japanese garden on the sundeck, complete with rocks and bonsai. It's a crazy idea of course, but the owner wanted a more classic-modern yacht'





If your knowledge of legendary Japanese samurai is a little patchy, allow me to enlighten you. Miyamoto Musashi lived around the turn of the 16th Century, and is widely regarded as one of the greatest samurai in Japanese history. A supreme swordsman, he received the title

kensei – meaning 'sword saint' – and was reputedly never beaten in more than 60 duels during his lifetime. However, there was another side to Musashi, and he also became an accomplished sculptor, painter and calligrapher, as well as writing books not only on combat and strategy but also on self-discipline. He was, it appears, well worthy of his legendary status.

Fast forward 400 years to another *Musashi*, the 87.78 metre yacht launched in 2011 by Feadship's Koninklijke De

Vries yard in Makkum, the Netherlands. As her name suggests, her highly experienced owner shares a passion for Japanese styling, and the name was well chosen. With her exterior lines and interior design realised by Sinot Yacht Design in close cooperation with Feadship and De Voogt Naval Architects, the parallels to her namesake are described by Sinot thus: 'Subtle but unconquerable, with clear lines but many concealed elements, with an open structure, but closed where necessary; [she is] entirely inspired by Musashi's character.'

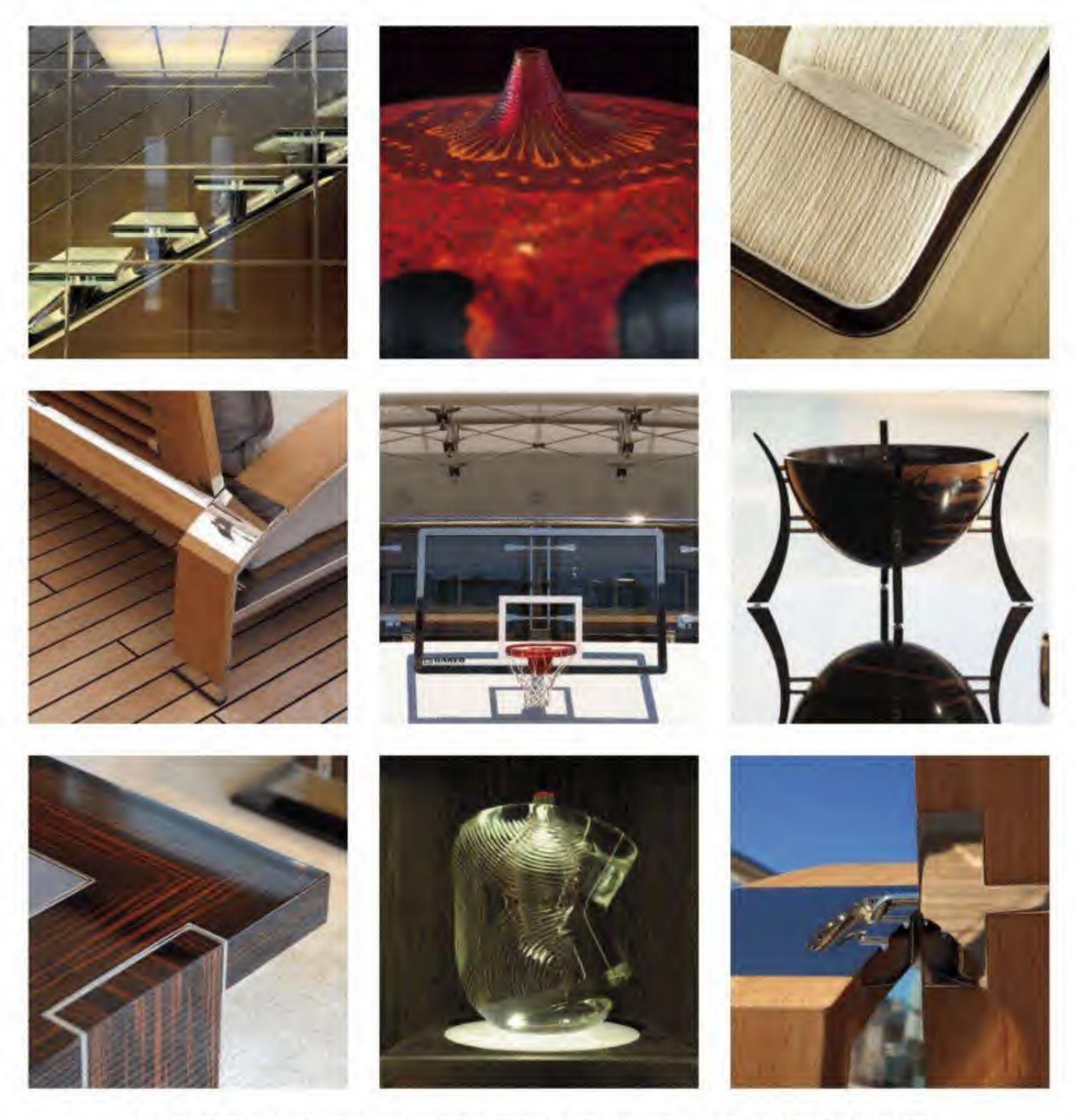
With a background as an industrial designer, Sander Sinot is well placed to understand the requirements for a turnkey custom project such as *Musashi*. Tve touched a lot of products and interiors,' he tells me as we sit in the Sinot Yacht Design studio a short hop from Amsterdam. His curriculum vitae includes spells at leading New York design house Henry Dreyfuss Associates, and he also spent two



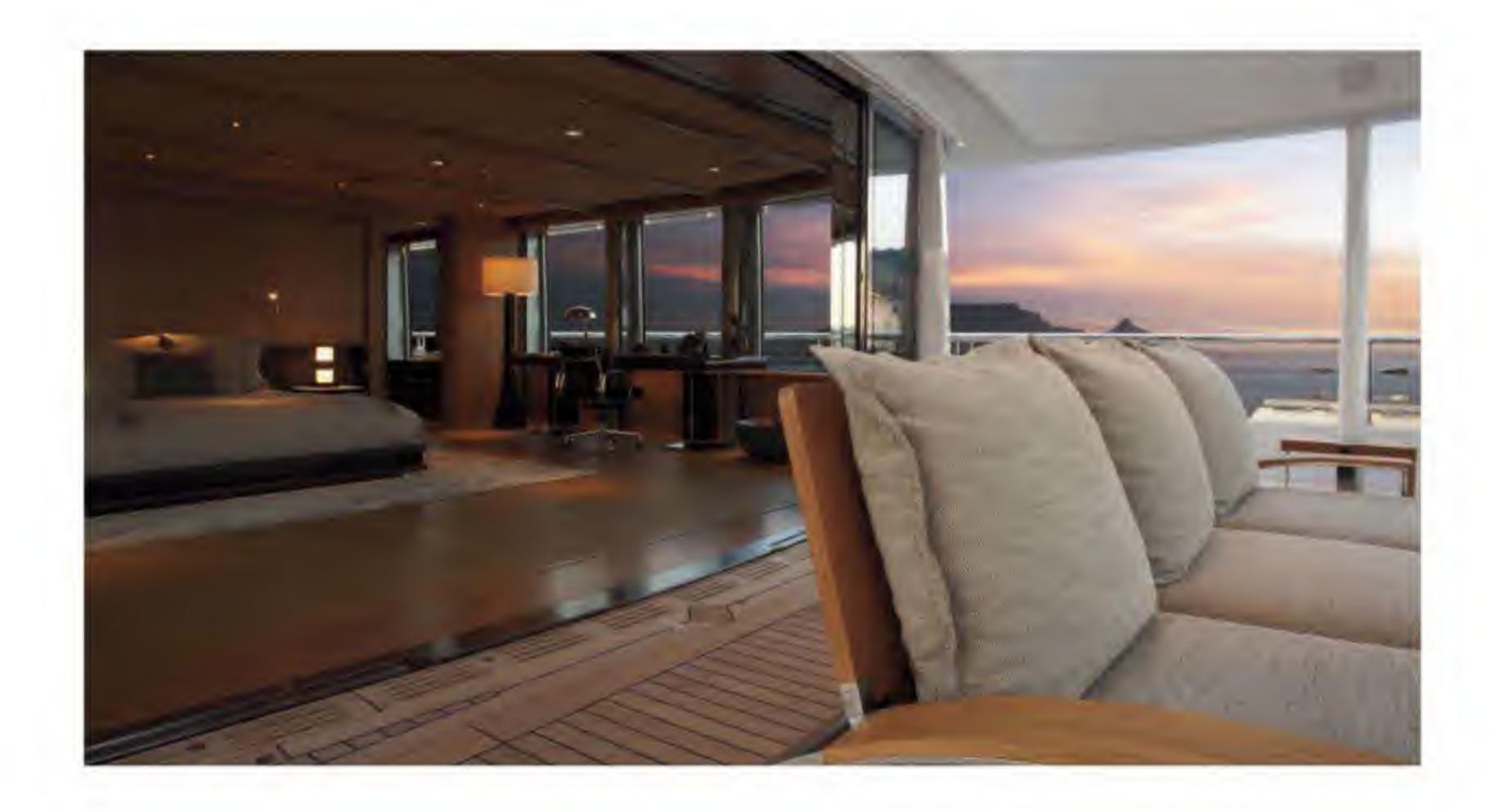
'We did the wheelhouse (opposite page) in close cooperation with the build captain,' says Sinot. 'Veneers run in two directions, with double curvature – they did a beautiful job here. We tried to bring in the craftsmanship of making things.'







All the furniture – both inside and on deck – was custom designed by Sinot for the project, with much of it crafted by US cabinetry specialist Frank Pollaro. The inviting bridge deck master suite (opposite, and previous pages) offers fine views and a private aft deck



'It took quite a while to find the leather for the doors, as we had full skins for doors which were flawless, but then others were scarred and we didn't want that – it didn't fit the concept'

and a half years at sea with the Dutch navy. 'I know what a boat is, what water is, the ins and outs of yachts,' he continues. 'I prefer to work in a team where you have a naval architect doing the hull shape, the underwater profile and making the whole engineering plan fit into a design philosophy. As with buildings, you have specialists to do the calculations in a given discipline, but the way we look at it is to make sure there is beautiful architecture not only from the outside, but also from the inside. Our industrial design background means we know also how to produce it.' It's a valuable skill for a project where Sinot and his team became responsible for not just the overall concept, but also the custom design of every single element of the yacht, from the interior style and furniture right down to the smallest details.

'I met Henk de Vries six years ago when he was working with the clients,' he explains. 'We made some sketches and from there it started. We made a few proposals for the exterior and then in cooperation with De Voogt we finalised the profile. We then made some interior sketches and at a certain stage the client said he would like us to do the interior too.

'We had a profile of the client, and also some references

– I went to visit his domestic environments, and he has
owned yachts before so we looked at those interiors. He
has a strong flavour for art deco and for Japanese style, so
we aimed for a fusion of the two – a kind of Japanese deco.
The result is, on one hand, a touch minimalistic, but on the
other we brought in a little Western flavour.'

Musashi's layout is by turns conventional and alternative. The lower deck is given over to the crew areas and technical spaces, with the only guest amenities being a gymnasium and a spa aft. The main tenders are kept on the main deck aft, an area which, when the tenders are launched, becomes a giant beach and play deck complete with basketball court. Aft on the main deck is an informal lounge-cum-cinema, while the rest of this deck provides sumptuous suites and cabins for guests – two aft VIP suites,







which each feature one full wall of windows, and six guest suites forward of the main foyer, which each benefit from proper en suite bathrooms and dressing rooms.

The upper deck comprises another saloon with the inside dining area at its forward end, while the front half of this deck is given to one of the two master suites on the yacht. The second master is located aft on the bridge deck, with the wheelhouse forward gaining superb visibility thanks to those impressive panoramic windows. The openair top deck offers guests the chance to enjoy the sun, cool off in the yacht's spa pool, or enjoy a drink at the bar.

The first thing to note is that *Musashi* eschews the trend for a giant beach club in the stern. 'What is very different to most yachts,' explains Sinot, 'is that we have big tenders on the main deck aft. The lower deck gymnasium – sited where the tender garage might be – has a big hull door that opens to create a platform on the water, while a large glass wall slides open to create a flexible indoor/outdoor gym depending on the weather conditions. We use a lot of the lower deck space for the technical elements,' he says, 'and

because we have this tremendous main aft deck, a beach club would be a bit overkill. Most of the time, if the yacht is at anchor for more than a couple of hours, the tenders will be launched and the whole of that main aft deck is open.'

The spa area features clean design, and appears very Japanese in its execution, an effect enhanced by overhead shoji grids and backlit, wavy curved glass used to create a sense of harmony and tranquillity to allow users to relax.

Musashi's other main social spaces are divided into two areas: the aft informal saloon on the main deck, and the large saloon and dining area on the upper deck.

The main deck saloon overlooks the expansive aft deck, and again, design is clean, yet homely. 'During the day, you can hang out, you can lounge and you can head out to the basketball court,' says Sinot. 'It's all soft, silk carpets on teak deck and the fabrics are chenille and cashmere. It's all very soft in tactility.'

There is more to the aft saloon than meets the eye, though, for the comfortable daybeds become luxurious stalls for when the area is converted into a cinema, complete

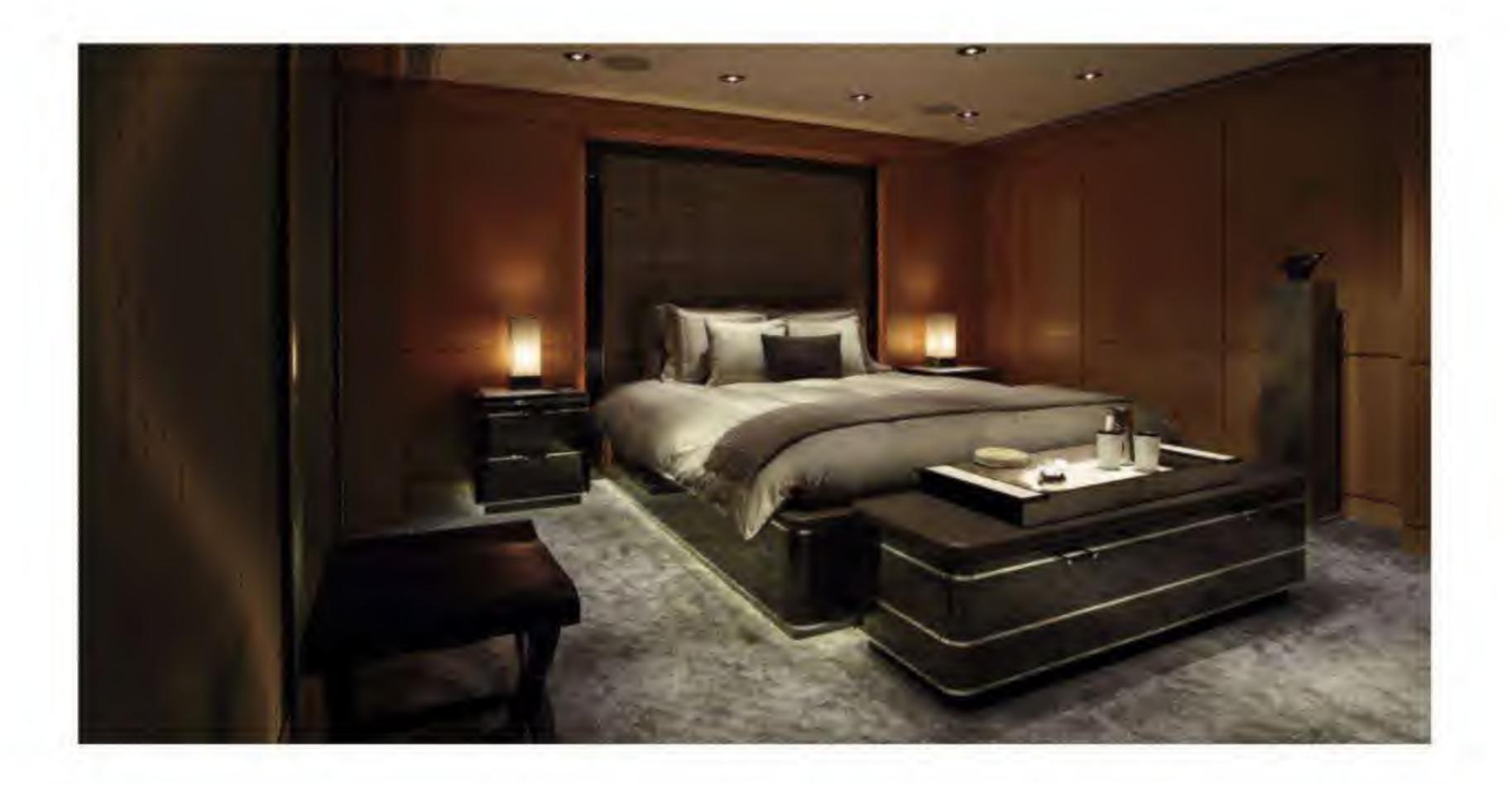
'There is a fully equipped small galley on the upper deck – crew traffic and how you set up galleys and pantries to support the crew is something we look at from the beginning'



The glass elevator is surrounded by a stairway comprising three-layer glass steps suspended on a stainless steel backbone. The main deck lounge area (opposite) also converts to become a fully fledged cinema with six metre screen (previous pages)







'We selected the sheets of veneer with Pollaro. Wood is a natural thing and you can never be entirely consistent, but the sunburst patterns they achieved in the poker tables are unbelievable'

with a six metre wide screen that is concealed in the deckhead, and an ultra high-end AV system and HD projector. Moreover here, as in the rest of the yacht, there is great emphasis on clean surfaces, but not at the expense of practicality. 'Everything here is integrated,' Sinot continues. 'We try to hide controls, but they're not so hidden that you can't find them. For example, there is a little wooden button in the side console to the daybeds – if you press it, a lid will drop and slide forward, and a telephone will pop up.'

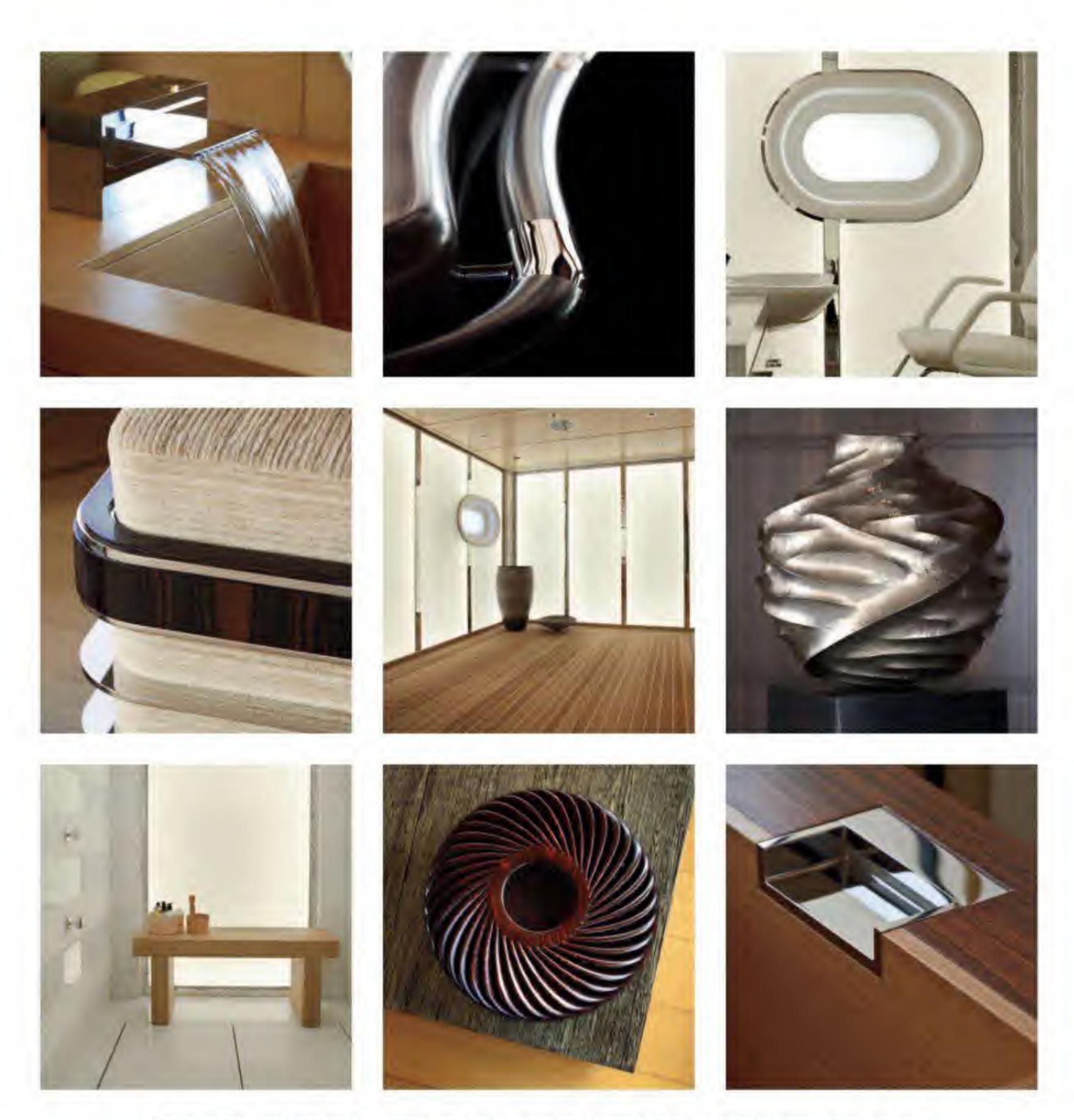
This aft saloon is dominated by the expansive windows and the wall of glass that overlooks the aft deck, a theme that was central to the design of the entire yacht. 'We tried to push the glass,' says Sinot, 'to make the windows as big as possible, so it feels more like a penthouse apartment than a yacht. The theme was also apparent on *Rising Sun*, which used a structural web with big areas of glass, and it's something we wanted to translate for *Musashi*.'

This extensive use of glass created something of an engineering headache, yet any potential problems appear to have been resolved. 'The engineering of the glass structure is very difficult,' Sinot explains, 'but this part of

the construction is all flexible – in the old days, on a typical yacht, you had a skin, you'd cut a hole, screw in a window, put up some curtains and that would be it. This is very different technology – the windows are essentially glued to a beam which is part of a structural web, and the white mullions are purely there for looks and to protect the silicone sealant from ultraviolet degradation. The mullions are not structural at all.

'I think what worked very well,' he continues, 'is that from afar she is well proportioned, which is very difficult to achieve if you put a lot of glass on a façade. I think people want this sort of style more and more. A yacht can be beautiful from the outside, but from the inside everything can be obstructed by fashion plates. Most of the time these yachts are in beautiful environments and scenery, and it's important to be able to enjoy your location.'

The second large communal guest area is the upper saloon, a relaxed area that can comfortably accommodate 18 guests in its luxurious surrounds. Geometric sofas created in macassar with stainless steel trim form a central conversation area, while outlying chairs and deco-



The attention to detail throughout is extraordinary, from Sinot-designed custom taps by Dornbracht to artwork sourced by Sinot from around the world, including handcrafted silver pieces by Hiroshi Suzuki and paintings by Hiroshi Senju



influenced occasional tables allow for enjoying the expansive views. Forward, a 4.5 metre dining table finished from book matched macassar ebony veneer – complete with a blond wood splint central feature – is overlooked by a Hiroshi Senju painting of a waterfall illuminated by custom lighting. It is one of many exceptional artworks and sculptures on board.

'We made a proposal for art for the complete vessel,' Sinot enthuses, 'and we sourced it from everywhere. We had real freedom, which was nice, as it meant we could make an inventory for the different areas and look for things specifically to fit those areas.' And rather than opt for Japanese style bronze bowls and bamboo, the design team focused on blending that fusion of deco. 'That's where the challenge was in the design,' says Sinot.

A key feature is the central glass lift enveloped by a stainless steel and glass staircase that snakes through every deck of the yacht. The steps are made from three layers of glass, with the top layer sandblasted to offer good grip underfoot, while LED spots with concealed wiring illuminate each step on the stainless steel backbone. The design created something of a technical challenge. 'It was







The upper deck master suite (left) is expansive, and offers sumptuous seating and a large desk as well as two large en suite bathrooms finished in Jerusalem Gold marble, macassar and anigre, accessed through his and hers dressing rooms. The guest cabins are no less impressive (above middle) and each of the guest en suites features a bath tub. Backlit shoji screens mimic incoming daylight



lots of work,' Sinot explains. 'On the one hand you have the challenge to make something spectacular, but on the other hand it should be technically feasible.'

It is evident that everything on board has been realised to the very highest standard, from the custom furniture designed by Sinot and crafted by Pollaro to the fit-out by Metrica, from the naval architecture and engineering to the detail in the artwork. Everything is custom, right down to the last tap and handle. 'I think the success of the project,' says Sinot, 'is that we had the opportunity to work very closely with the owner. He is very receptive, and very

creative – it's easy to have a creative dialogue with him. Design has a lot to do with determining what you want to do, with making decisions. He is very quick at making decisions and he also offered space for interpretation.

'If you have a good owner, a good build captain and a good shipyard,' Sinot concludes, 'then the project can be successful.' There is no doubt that this yacht is the epitome of a successful project – a blending of skills and talents which has created a superb, balanced, and perfectly finished yacht. Musashi himself would have been proud.





The lower deck spa, salon and gymnasium follow the clean Japanese theme; the sides of the spa are backlit to give the impression of natural light, creating a sense of harmony and tranquility, while overhead lights shine through shoji grids

MUSASHI Feadship - Koninklijke De Vries

LOA 87.78m LWL 78.38m

Beam 13.9m

Draught 4.1m

Engines 2 x MTU 20V4000 M93L, 4,300kW @ 2,100rpm

Speed (max/cruise) 20.9 knots / 18 knots Range at 12.5 knots 6,000nm

Thrusters Voith inline (bow); Voith

azimuthing (stern)
Generators 4 x MTU
12V2000 M50A, 498ekW

Stabilisers

Rolls-Royce retractable

with stabilisation at rest

Fuel capacity 335,000 litres

Freshwater capacity 88,000 litres

Owner and guests 18 Crew 24

Tenders 2 x 11.6m &

1 x 5.5m, Patrick Banfield custom design

Construction Steel/aluminium

Classification Lloyd's +100A1, SSC, Yacht (P), Mono, G6, +LMC, UMS

Naval architect
De Voogt Naval Architects

Exterior styling Sinot Yacht Design & De Voogt Naval Architects

Interior design Sinot Yacht Design tel: +31 35 539 5380 email: info@sinot.com

web: www.sinot.com

Builder/year

Feadship - Koninklijke De Vries Scheepsbouw/2011 tel: +31 23 524 7000 email: info@feadship.nl web: www.feadship.nl Feadship 88m Musashi's lighting is custom made by:



Supergacht Lighting



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Register ...

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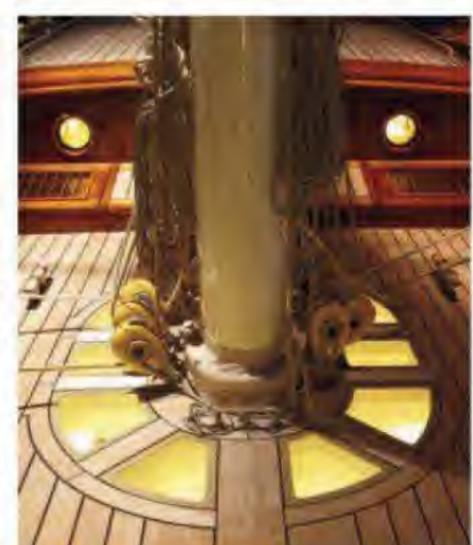






Her pilot cutter lines are accentuated by a relatively low freeboard, yet she remains fairly dry on deck, apart from a fine spray created by the bow wave collapsing on the hull. She also features 20 tonnes of moveable seawater ballast to help the righting moment







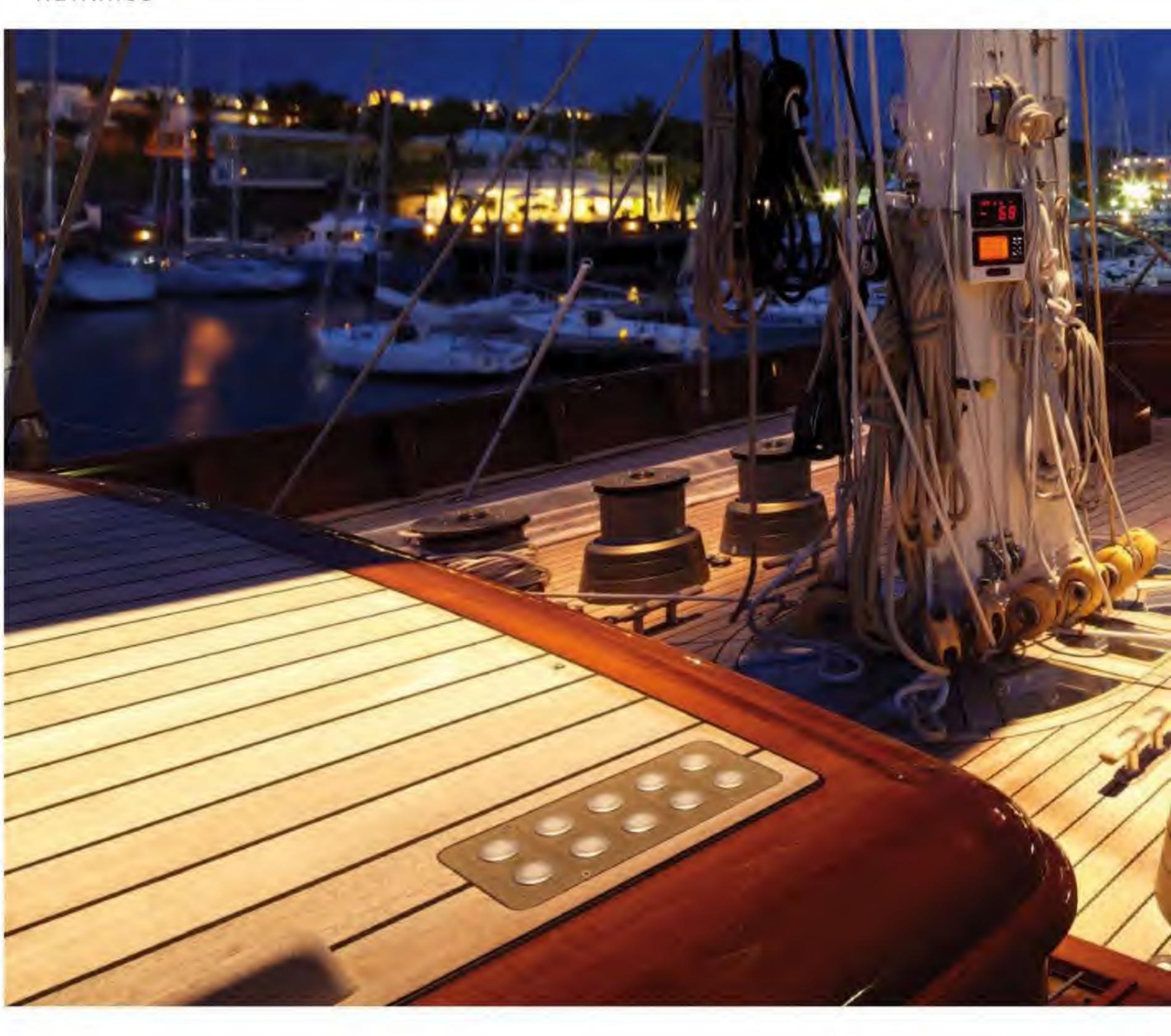


When Hetairos crossed the finish line in Virgin Gorda, BVI, on 30 November to take line honours in the Transatlantic Superyacht Regatta & Maxi Yacht Cup 2011, it didn't just mark the end of a 3,000 mile crossing, but rather the end of a journey that started in 2003 and which pushed every boundary of design and innovation along the way. Her passage time of eight days, 10 hours, 58 minutes and 30 seconds meant that she had averaged 15.12 knots – an impressive figure for a 66.7 metre yacht effectively undertaking her first serious voyage.

'The top speed we recorded was 25.7 knots,' enthuses her captain, Vincent Fauquenoy. 'This was with around 20-25 knots of breeze at a true angle of 140 degrees. *Hetairos* always sails faster than the wind in all wind conditions, no matter what the angle. The biggest day's run was 425 miles, and the main helmsmen were the owner and myself.

'The steering had been one of my main worries before the yacht was launched,' he continues. 'It is usually the drawback of such a large yacht as they tend not to involve you at the helm and are therefore quite boring to steer – most of the time you revert to the autopilot. But from the first sail trial my worries evaporated. *Hetairos* uses direct cable steering and unlike power-assisted systems, you get great feedback and sensations through the helm. Her hull, being quite flat underwater, rotates around the narrow keel very easily making her extremely responsive. She feels and reacts like a much smaller yacht.'

It is a sentiment echoed by Erik Wassen, who joined Hetairos as crew for the transatlantic race. 'She wants to reach,' he says. 'She is happiest at a true angle of 125-135 degrees, which is her optimum downwind angle. The apparent angle on this point of sail is around 70 degrees, so you are power reaching.' Wassen is in a good position to know – as naval architect with Dykstra Naval Architects, he is responsible for her lines, styling, sail plan, deck plan, sail handling systems and deck gear development, as well as calculating and watching the weight budget and developing a lot of the innovative approaches to improving existing technology that the design required. He has been involved with the project since genesis in November 2003.

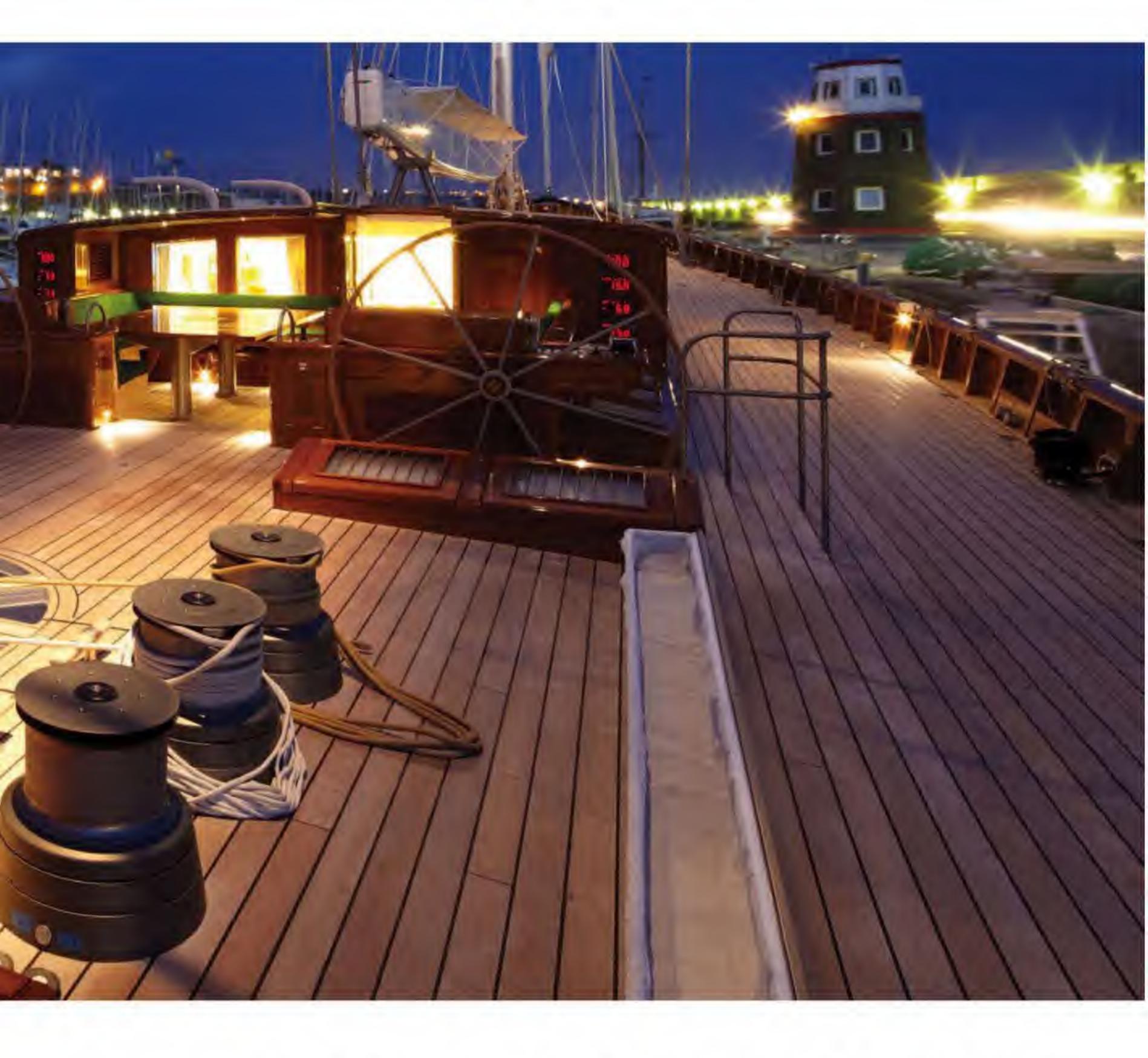


'The initial brief from the owner,' he tells me, 'was to have a yacht that could make the longer crossings and race as fast as possible, yet still be capable of transiting the Panama Canal. That limits your mast height, so we started with a maximum rig plan as a ketch with a 62.5 metre air draught, and made several sketches around it. Pretty soon we came to the pilot cutter lines as this gives you the longest waterline length and the highest speed potential.'

It would take a while for her owner to get used to the idea. The first *Hetairos* carries traditional overhangs with a clipper bow, although the pilot cutter does come with proven

heritage – in earlier times they were known to sail well and to be capable of cutting through water and waves. The owner was keen to retain a historical link with his new build, and to keep the classic looks. But more than that, he placed a particular set of criteria at the heart of the project that would prove a considerable challenge to meet.

'He wanted to have a winning boat,' continues Wassen, 'or rather, to get the maximum speed potential from this air draught, to extract everything possible and to leave no stone unturned in trying to reach it. It was all about trying to save weight in every aspect, even when it would



Her deck layout is clean,
with push-button controls
within easy reach of the
sailing stations. Twin
helms sit aft of the main
deckhouse, and her low
profile means visibility is
excellent both fore and aft.
The aft bulkhead of the
main deckhouse drops to
create an inside-outside
space for guests

mean an unconventional solution. The owner's technical understanding goes deep. He's a very smart man and he's capable of shooting holes in your theories when you don't do your job well!'

So began the process of creating one of the most remarkable superyachts yet built. Between 2003 and 2006, several studies were made looking at every aspect of design, from beam variations to construction materials. To make it more complicated, the owner's brief required not only the fastest yacht possible, but also one capable of cruising and entering shallow bays and anchorages. T started with a deep

draught,' Wassen says. 'All owners, when you suggest a certain draught, ask if it can be reduced due to where they want to go. This owner was the first client who asked if we could increase it. We knew that with a nine metre draught a lifting keel would be required, and the owner wanted a minimum draught of 3.5 metres. At that time we did not know how to do it, we just knew we would find a solution.'

By 2006, having worked up a number of designs in consultation with composites specialist SP Gurit, and with the hull shape fine tuned by Reichel/Pugh, the lines were set and the green light was given. Baltic Yachts in Finland was





The guest dining area is located to starboard opposite the lower saloon, and is easily serviced by the large and well equipped galley just forward. The luxuriously pre-aged and classic styling of the guest areas belies the technology and complexity behind the construction of the interior. The crew get their own mess with direct access to the foredeck (bottom)





chosen for the build, and Jens Cornelsen and his team were brought in to project manage it. Ocean Yacht Systems developed the twin retractable thrusters that form the heart of the propulsion system, while APM in Italy created the lifting mechanism for the keel and rudder. Nothing would be standard, with Reckmann developing three unique underdeck furlers for the yacht, and even the glass for the deckhouses was specially made for the project by Tilse Industrie. In fact, according to Fauquenoy, the only standard item on *Hetairos* is the light in the engine room.

In every respect, and at every level, she is a remarkable feat of ingenuity, innovation and construction (for more on her build, see our feature in *BI* 289, July 2010), but the demands on those involved were considerable. '*Hetairos* was an immense challenge in every respect,' comments Cornelsen. 'For the first time in my business life I experienced the difference between being tired and being exhausted. The whole balance was based on time and material, for which you cannot calculate the costs in advance. It's a lot of work but I am convinced a project of this kind can only be handled in this way, and with honest partners like Baltic Yachts.'

The job of creating her interior fell to Rhoades Young Design. 'I worked on the previous *Hetairos* and also on the owner's house, so we knew each other quite well,' recalls Dick Young. 'He didn't want the yacht to be just another classic boat. He is a very detail orientated man.'

The biggest challenge would prove to be creating an interior that matched the strict weight requirements dictated by the no-compromise approach to the project. 'With a carbon build the interior is so integrated,' Young explains, 'that you can't just waft in with your decorative head on – you have got to have a technical approach. A good 25-30 per cent of our time was spent proposing alternative structural details. The carbon structure is doing everything it can to stop the interior being interesting.'

The result, though, is spectacular. 'We dreamt up a story

to hang the interior styling on,' Young explains. 'The story is that she was formerly a commercial boat, bought and fitted out as a yacht – but in stages. So in the interior you can see the old wooden structure and floor. We've got some weird structural stuff going on like you would expect to see on an old cargo boat where no one cared about the finish. The idea then is that she's been through a refit while going through the Orient, so you have three distinct layers – the old commercial coaster, the yacht fitted out in Colonial styling drawn from Raffles Hotel and French Caribbean detailing, and finally the decorative oriental touches.'

The interior layout begins with the forward deckhouse,



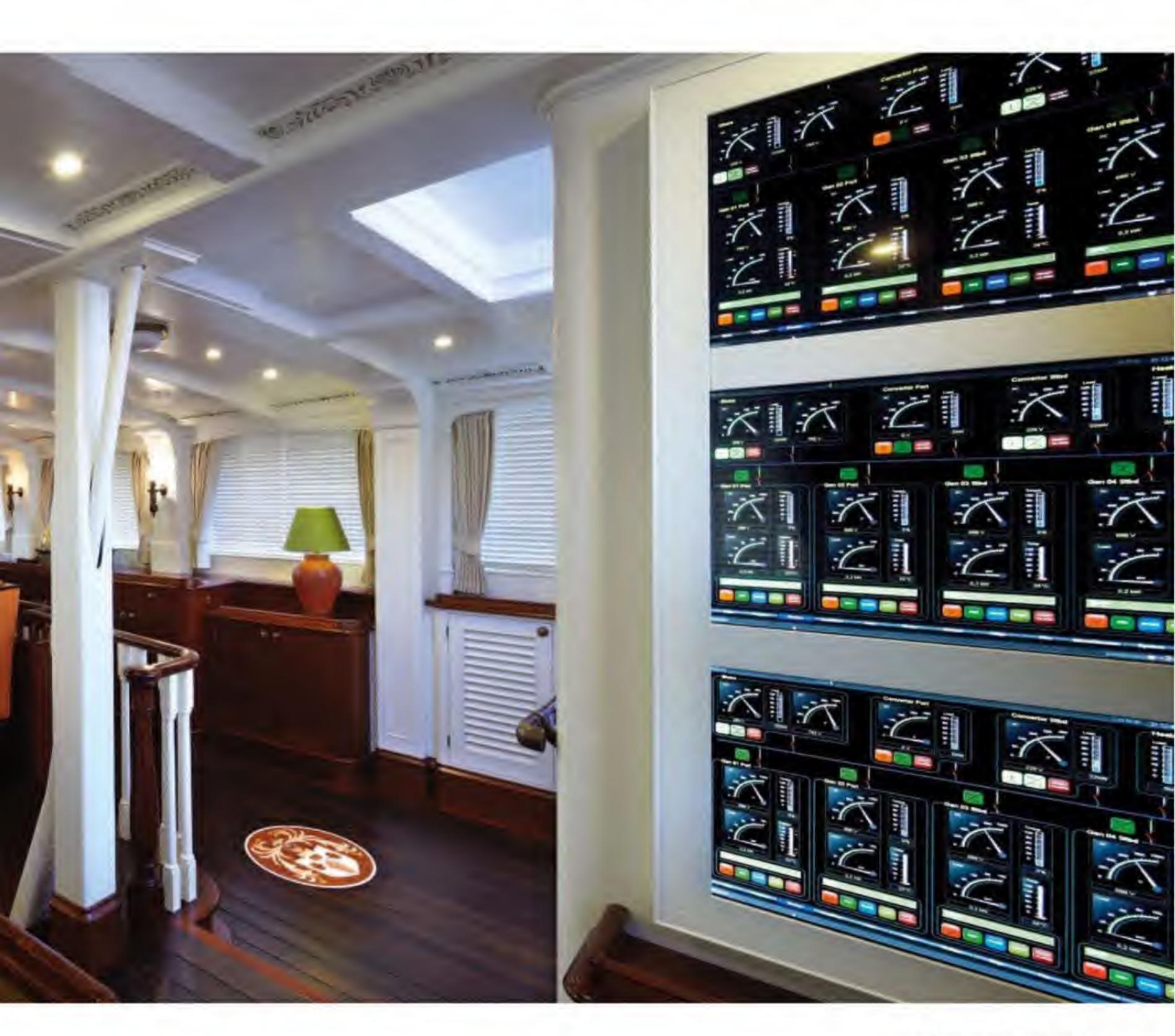
The upper saloon, complete with fireplace, is both bright and homely. The detail in the finish is remarkable, with the white deckheads deliberately painted with visible brushstrokes to imply a cargo-coaster back story, and the walnut planking on the sole was deliberately pre-stressed to reinforce the impression of an historic working boat

which presents seating and dining with a view for guests. A few steps down is the upper saloon, which links directly to the lower level forward, comprising an amidships dining room to starboard opposite a cosy lower saloon complete with piano. Forward of this are two of the four guest cabins on board, with the other two accessed down and aft from the upper saloon. Furthest aft is the owner's suite, complete with a separate entrance and deckhouse at the rear, which also forms a private office area. The master suite itself comprises a sleeping area, comfortable seating area, a dressing area and a large en suite bathroom, while the deckhead around the base of the mizzen mast, which passes

through the central part of the suite, features a ring of skylights giving a spectacular view straight up the spar.

A large, well equipped galley lies to port by the root of the main mast, and the captain gets his own cabin opposite. The rest of the crew cabins, four in total, lie further forward, the aftermost two of which nestle under the mezzanine level crew mess, which offers direct access to the forward sailing station around the base of the main mast — perfect for operating the yacht without disturbing guests in the main cockpit. The forepeak offers storage and a laundry.

The finish of the interior is itself remarkable. The furniture detailing and use of wood varies from one space





to another, as if the interior has grown with the supposed history of the boat, from stained cherry in some areas to teak and limed ash in others. Furthermore, all the elements were specifically designed and aged to mimic what they might have looked like if the yacht really had been built 100 years ago. The stained walnut floor planks are not cut quite straight, and include faux repairs and butterfly joints. Grit was mixed in with epoxy between the planks to suggest a century of accumulated dirt. Furniture was designed to look pre-dinged and the cherry wood, for example, is not only stained but also carries an added patina. 'It was a challenge for interior company Oldenburger,' says Young, 'to throw stuff at it, hit it with chains, and rub dirt into it before varnishing - if it was all beautifully sprayed and painted, the interior wouldn't have felt soft.' Likewise, the white paint on the deckhead was

deliberately applied over a slightly darker undercoat 'with a rubbish brush' to create distinct rough brushstrokes and create the impression of a surface that had been painted over many times. The effect is extraordinary – this is not what some might term 'shabby chic', but rather an emotive and genuinely believable recreation of a century-old coaster-cum-luxury yacht.

The disbelief continues for all those fortunate enough to sail on her. I have signed up for the whole year as race crew,' smiles Wassen. In the early sail trials, I felt we were going to struggle to control this monster, but after the training days and the crossing, with several experienced crew aboard, you suddenly see things start to come together. We only reached perhaps 80-85 per cent of her potential on the crossing,' he concludes, 'so we have

yet to push her to the limit...'

He wanted to have a winning boat, to get the maximum speed potential for this air draught, to extract everything possible and to leave no stone unturned in trying to reach it'

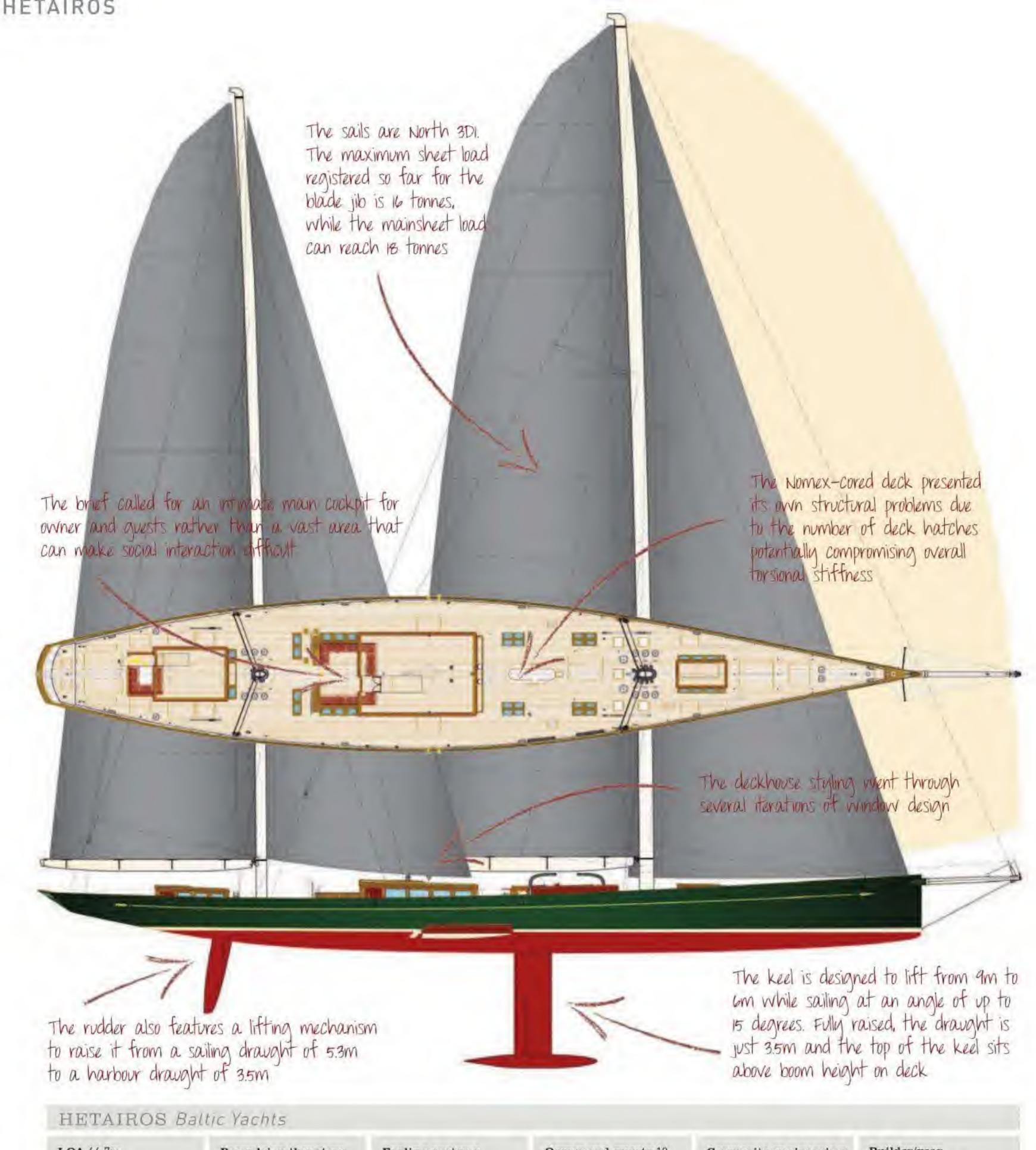






Colonial styling with influences from the French Caribbean meet with oriental touches in the master suite. An array of decklights around the base of the mizzen deliver additional natural light while also providing a spectacular view up the mast; the aft deckhouse, finished in teak and limed ash, also doubles as an office. The guest cabins (top right) follow the classic luxury theme, with additional light provided by traditional deck hatches





LOA 66.7m

LOD 59.9m

DWL 49.76m

Beam 10.54m

Draught 9m/6m/3.5m

Displacement 230 tonnes

Engines/generators 4 x VW Marine TDI350-8 Propulsion thrusters
Ocean Yacht Systems,
2 x OYS BTMH-42-SR
retractable hydraulic

Sails

North Sails 3Di

Spars and rigging Southern Spars / Future Fibres Furling systems Reckmann

Bowthruster Hundested 128kW retractable

Fuel capacity 2 x 11,500 litres

Water capacity 2 x 5,390 litres Owner and guests 10 Crew 10

Construction

Pre-preg carbon with Corecell and Nomex cores

Project management Jens Cornelsen GmbH

Keel mechanism APM

Composite engineering Gurit Ltd

Classification DNV

Naval architecture Dykstra Naval Architects, Reichel/Pugh

Interior Design Rhoades Young Design Builder/year
Baltic Yachts/2011
Jakobstad, Finland
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.....



The interior of

SY Hetairos

was built by us.

Oldenburger innovations in wood

HETAIROS THE MAKING OF...





PROCESS MORE REPORT OF THE RESIDENCE

FROM THE BASIC LINES PLAN TO THE RIG, SAILS, INTERIOR FITOUT AND PROPULSION SYSTEMS, EVERYTHING ON HETAIROS REQUIRED CREATIVE THINKING AND INNOVATIVE, ADVANCED SOLUTIONS

Naval architecture -Dykstra & Partners / Reichel/Pugh

There were more than three years of development for the naval architecture of *Hetairos* before the project moved into the construction phase. Dykstra made several studies to determine the speed potential for the hull with variations of beam, displacement, volume, stability, keel and rudder configurations. The calculations were based on a generic lines plan and run through VPP software, both for advanced composite construction and for a more conventional aluminium build. On top of this was the question of whether the design should be optimised for upwind or downwind sailing. 'We manipulated the

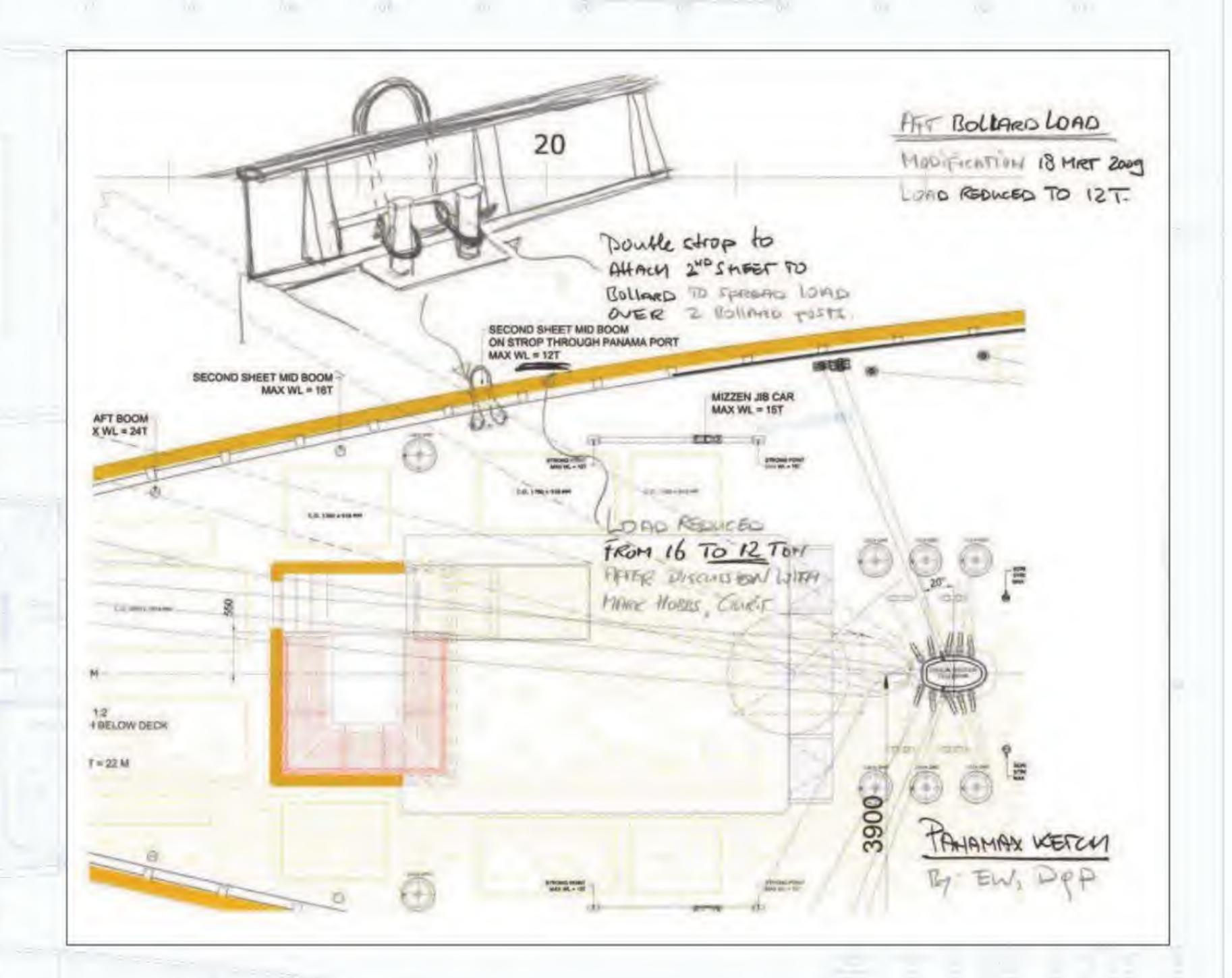
geometries in our lines plan generation program and ran them through the VPP program, but you also need to recalculate the stability, because a lot of things change when, for example, you change the beam,' explains Erik Wassen, the naval architect at Dykstra behind the hull lines. 'You change the construction weight, the interior weight, the insulation, the propulsion – all the groups are affected. You also most likely change the righting moment, so the rig weight changes, and there's a whole loop of calculations you need to be doing in order to get the new result.'

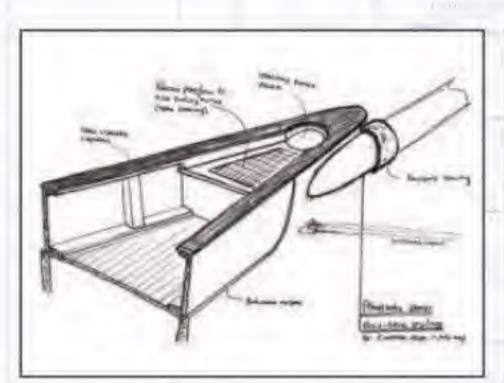
In addition to software-based analysis, a series of models was put through towing tank tests. 'We towed

words:

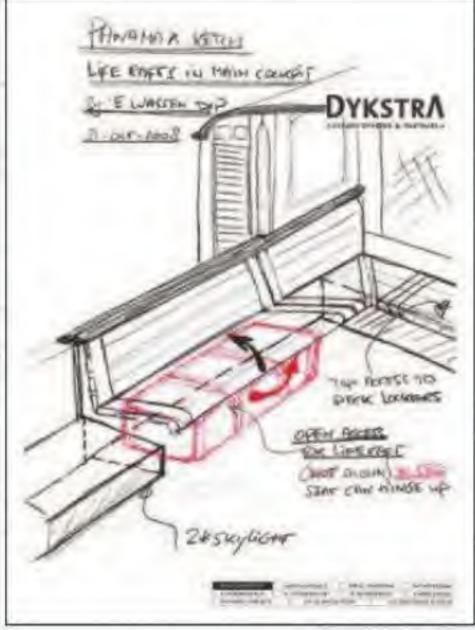
Tim Thomas photography:

Courtesy of Dykstra Naval Architects; Rhoades Young Design; Ocean Yacht Systems





Every aspect of the design and engineering required study, with innovative solutions – often requiring new construction processes and technology – being found for every element of the yacht



a number of smaller, seven-foot (2.1 metre) models in Delft to refine the Delft Systematic Yacht Hull Series to suit the *Hetairos* hull parameters,' says Wassen. 'From the obtained data a multi-dimensional polynomial regression was done to calculate the resistance curves, as input for the theoretical study models. For the final refinement of the hull a large, 26-foot (7.9 metre) model was made, in collaboration with Reichel/Pugh. The big model was in the towing tank for more than a week,' says Wassen. 'We did a complete session of runs with rudder angles, trim angles, heel angles and leeway angles, to be able to finalise the sail balance and VPP calculations.'

Of course, with the potentially high rig loads that a large performance yacht can generate, the stiffness of the hull was another major factor of the design. How can you make the structure stiff enough to limit headstay sag, and what about keel structural stiffness and strength requirements? Wassen continues. Our experience with

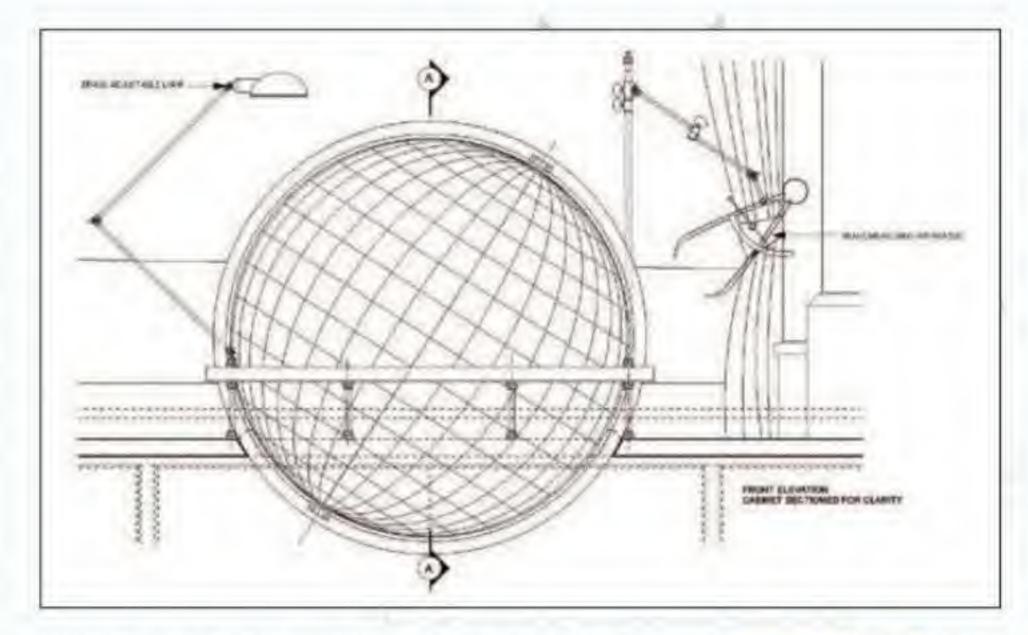
composites was limited, especially with a yacht of this size, so we collaborated with SP Gurit and combined our knowledge to get the load cases for this structure.

When Baltic Yachts was selected to build *Hetairos*, they independently made a weight calculation of the yacht and ended up pretty close to what Wassen had calculated. 'That gave us quite a bit of hope that it was achievable,' says Wassen. 'Baltic are very keen on lightweight boats so their mind-set is very switched on in that respect, and they were very good at keeping a control on weight during the build. They are also very innovation-orientated, so it was very pleasant to be there and to work with them.'

Interior -Rhoades Young Design / Oldenburger

Tremember the first time we looked at *Hetairos*,' recalls Dick Young from Rhoades Young Design. 'She has the same volume and displacement as a 42 metre yacht, but the owner was thinking of a 60 metre interior. Essentially, we had to get a 60 metre interior into a 40 metre yacht.

'We knew from the start that weight would be critical,' he continues. 'We met various people from the aircraft industry, but when we looked at weight, it was going to be too heavy! Through detailed research, we then dreamt up a monocoque structure for the furniture. Carbon was just adding weight, so we used E-Glass on foam panels. On top of that we added foam and cardboard with the veneer, and from the car industry we found a very high density plastic that can be milled and cut like MDF. Once we had built the monocoque we spent a lot of time on the other



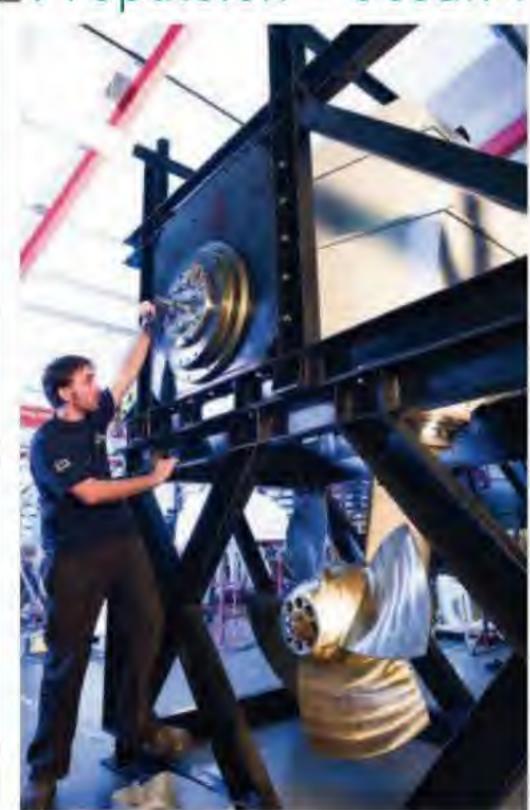
elements – we don't just scatter cushions around. Our interiors are carefully engineered and we get eqully involved not only in the aesthetic side but also the practical engineering side – there are some amazing materials out there that do amazing things that no one in the yachting industry has heard of. Once we had the ideas, we sent them to Oldenburger and Baltic for testing.'

'was to balance entirely contrary objectives. The requirement for strict lightweight design was opposed by the desire for the ambiance and the ultimate convenience of a luxury yacht. This project was unique in the extent of the technical design effort spent on the interior.



Even the smallest details, such as the spinning globe, required comprehensive design and engineering

Propulsion - Ocean Yacht Systems



One of the OYS drives on a rig (above), and the finished article being fitted (right)

The propulsion set-up for *Hetairos* was no less challenging than the rest of the project. After several different options were looked at, it was decided to opt for a retractable drive system, which would enable the yacht to retain a clean, flush underwater shape when the drives were not being used.

Power for the yacht, including the hydraulic thruster system, comes from four VW Marine diesels, and by the time Ocean Yacht Systems was brought in to the project, in January 2009, the dimensions for the thruster mechanisms had already been set. 'The biggest challenges,' says Ian Crowden, director of OYS Thrusters, 'were getting a fully operational, high quality machine in a predefined area, and meeting the target weight set out in the project. We came up with a mechanical hydraulic drive to do the job, then we looked at changing out some of the primary components to titanium, including the main drive legs. Such a mechanism had not been designed before, and involved around 18 months of R&D. Some of the major

rotational parts are cast billet titanium, with the drive legs centrifugally cast. The main rotation bearings are composite.

'We worked with the Marin Institute, who tank tested a model of the drive legs to get performance data, and from there we fine-tuned the design. They were designed to be able to be deployed and retracted while the yacht was travelling at 15 knots, and a key requirement was a high bollard pull of 10 tonnes, which we exceeded. The four-blade props are 934mm in diameter, and are housed in carbon nozzles to maximise thrust.'





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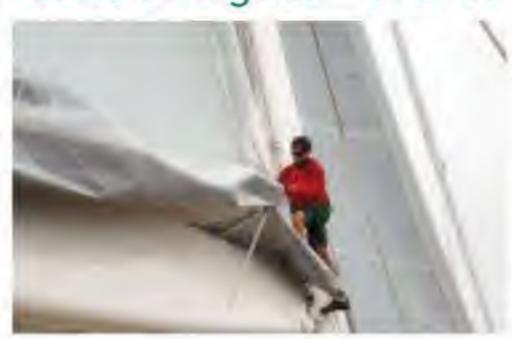


New materials from non-yachting industries were combined with new methods of construction to create the interior and furniture, so that it fell within the strict weight requirements inherent in the yacht's design

Extremely light materials were required which would still offer the necessary strength to persist on a yacht sailing close to the wind. From materials research through testing and finally endurance testing, Oldenburger's construction department developed a vast range of lightweight materials which were used on *Hetairos*. For example, the bathtub is made from GRP, sprayed with a mixture of metal powder and epoxy resin to give it the look of a massive metal tub. Numerous manufacturing processes had to be rethought and adapted due to the connection of traditional and advanced materials, requiring a high level of creativity from our craftsmen.

While there are many tricks and illusions employed to keep the weight down – 'the marble and stone on board is all painted foam, and the four oriental vases on board are made from foam and painted by a guy in the Cotswolds, UK,' quips Young – some elements were kept real. 'The door handles are metal, but milled hollow,' Young explains. 'Plastic is not cold to the touch, and it's all about tactile feedback. Once you start sowing seeds that everything is real, people are happy to believe, so when you touch a cold metal door handle, or the taps, you believe that all the other fittings are metal as well...'

Sails and gear - North Sails / Reckmann



As with everything on board, the decision was made to go for North's cutting edge 3Di sail technology. This consists only of fibres and resin, like a pre-preg laminate, and is not formed on a film of Mylar or other material like other sail laminates.

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'The challenge for us,' says Jens
Christensen of North Sails Europe, 'was not
the size of the sails but the exceptional
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flat jib forward of the spanker, which was
supposed to create better airflow over the
spanker, in fact brought a 1.5 knot increase
in upwind speed.'

In sail training off Lanzarote shortly before the start of the transatlantic race, the top section of the mainsail tore due to a number of factors, but the time from North in Copenhagen being notified of the damage to the repair being completed was just three days. The repair was invisible, and the sail withstood the Atlantic crossing with no further damage.

Hetairos also required additional innovation in the furling gear. Says Björn Möser of Reckmann, who developed three unique, custom under-deck furlers for the yacht: 'As weight played a huge role in the project, some components like the halyard sliders were made in titanium and carbon. We had to amend our test rigs with special devices to test these components, and this proved particularly necessary for the blade furler, which has not only an integrated connection for air battens as well as a cunningham slider, but also an electronic torque controller.'

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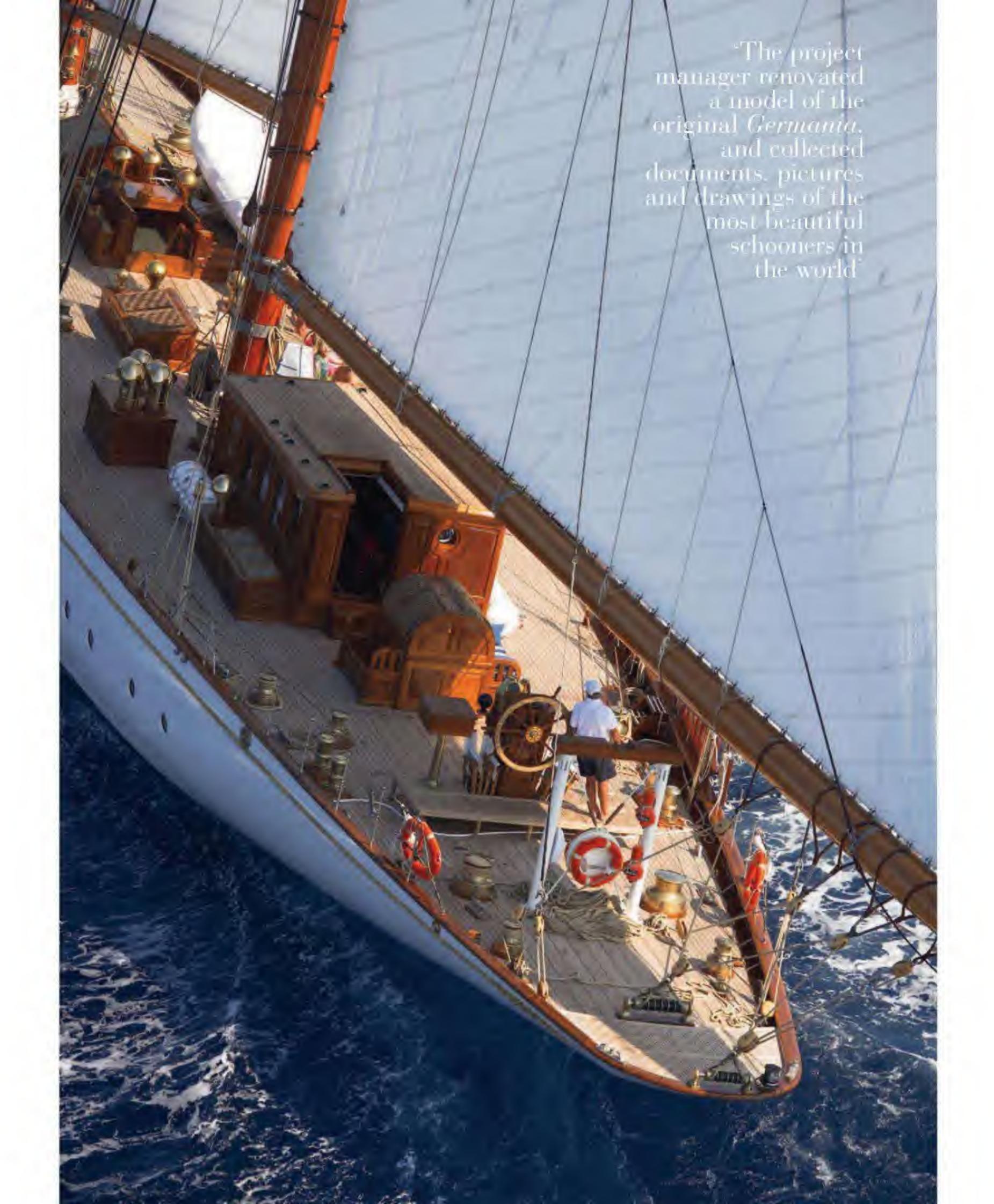


ABANDONED,
WRECKED AND
FORGOTTEN FOR 50
YEARS, THE CLASSIC
SAILING YACHT
GERMANIA HAS
NEVERTHELESS
PROVIDED THE
INSPIRATION FOR A
STUNNING REPLICA

words: Monika Kludas photography: Ed Holt











On the main deck (above), technology meets the look and traditions of 1908 design, with hydraulic Meissner winches by Holmatro and brass ventilation hoods used in harmony with Burma teak planking and hand-made rigging

Building a classic replica of a boat built more than 100 years ago usually involves greater effort and several times more people than building an original. They look for plans and pictures, search archives and libraries, interview contemporary witnesses and identify materials and construction details. The project team of *Germania Nova* know a thing or two about that themselves. But that was only one half of their task.

The second half is to put together the puzzle of results and to take the difficult decision: design the replica version with nearly identical materials, layout and design, or – following the owner's wishes – provide it with a more modern touch.

In 2008, when the decision was taken to build a replica of *Germania*, which would resemble the original on the deck and topsides and have a few 1908 reminders inside, nobody was more surprised than the project manager Rainer Hantke himself. 'I never thought I'd get the chance to bring this historically important boat back to life,' he says. 'I was lucky to meet an owner who has the courage to initiate such a rebirth.'

Hantke's design studies at the Folkwang Academy, Essen, extensive sailing practice on classic schooners and experience on restorations all prepared him for the responsibility of this unusual build. Together with his partner Gudrun Wedekind, he collected documents, pictures and drawings of the most beautiful schooners in the world and renovated a model of *Germania* from the Krupp Foundation in Essen. Unfortunately, there were no original drawings left except those of *Meteor IV*, *Germania*'s near-sister, although many black-and-white pictures, a sail plan and an accommodation plan were found in contemporary German yachting magazines.

Another historic model built in 1907 to a scale of 1:50, had been restored for the Foundation by Dr. Gerhard Schoen, a dentist from southern Germany. During his childhood, Dr Schoen had helped his father build ships' models and he later built and raced authentic classic yacht models himself. His latest building project is a 1:24 reproduction of *Germania*, for which he has spent 34 years collecting information.

During the renovation of the 1907 model, he used a scanner to measure more than 1,400 data points on the hull, and with a CAD program a computer specialist reconstructed the frames and lines of the model. Dr Schoen agreed to provide these plans for the replica *Germania Nova*. Together with another – although slightly inaccurate model – plan and the *Meteor IV* plans, the Yacht Research Unit in Kiel, northern Germany, designed a 3D view of the hull, which was the basis for the design office SDC Ship Design & Consult to draw plans for approval by Germanischer Lloyd.

Dr Schoen had also contacted the grandson of Gordon Woodbury, one of the former owners of *Germania*, who keeps his grandfather's photo album and other documents. Both the model builder and the project team were able to identify many important details from picture enlargements.

Two new models were built: one for hydrodynamic tests and a second for wind tunnel trials. It was clear the full-sized replica should be fitted out with an engine, so the underwater lines of the lower deck were modified slightly for the propeller. In November 2008, the construction contract for *Germania Nova* was signed with the shipyard Factoria Naval Marin (FNM) in Spain, which had recently launched the Herreshoff schooner *Elena*. 'These two boats are benchmarks for our future business,'



Great effort was taken to design the main deck in the original style, using contemporary images and plans. The teak deck matches the pine bowsprit and masts and spruce spars



says Carlos Morales, manager of the department for yachts and special craft at FNM. 'In this area of Galicia (north western Spain), the concentration of auxiliary industries is very high and there is evidence for me that we have the capacity to build more yachts.'

Germania Nova's hull was built in four sections: the keel; the central section between the owner's cabin and captain's cabin; the bow; and the stern section. 'In comparison with the original, thick nickel-steel plates, which were butt riveted on internal flat irons, weight could be reduced with today's thinner steel and state-of-the-art welding methods,' explains Detlev Loell of the project team. The sections were turned over in September 2009, welded together and three months later Germanischer Lloyd signed the certificate of hull completion.

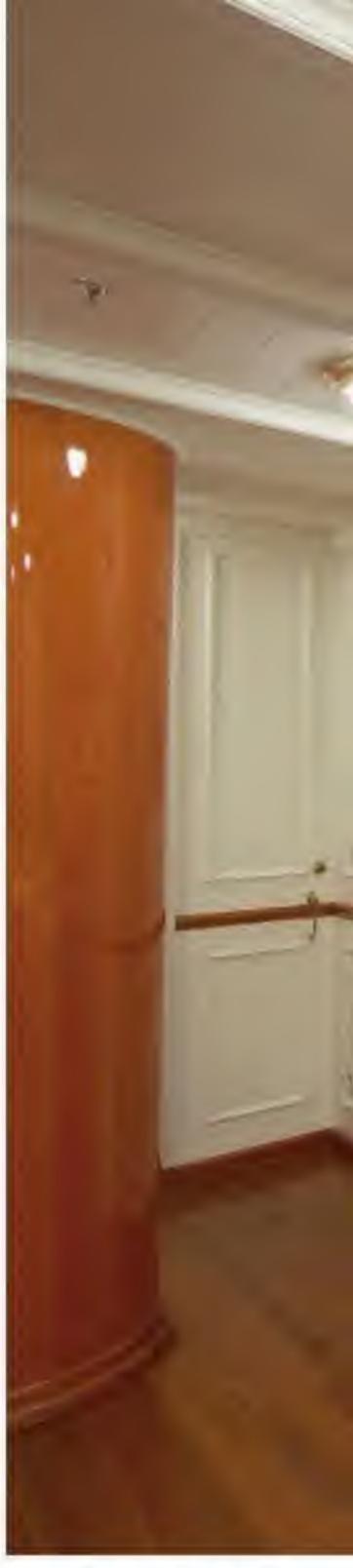
As the schooner was to be equipped in compliance with MCA and LY2, it was a challenge to squeeze all necessary systems into the hull's tank deck. To make efficient use of space all the tanks were integrated into the construction and the air-conditioning and ventilation systems placed in suitable non-central positions. A water-maker, a vacuum system and a sewage treatment plant reduce water consumption and retention to the lowest levels possible while still meeting Germanischer Lloyd regulations for leak stability. A compact 300kW Deutz engine was calculated sufficient for safety. The reduced rpm helps save fuel, and reduces noise emissions. An elaborate selection of

Replica owners really love their boats, because it's not easy to handle a 60 metre gaff schooner compared to a launch' low-noise systems and thorough insulation throughout have also been added.

Down below, the accommodation layout was tailored to the owners' needs and wishes. In 1908, Germania featured a lady's room with piano, and crew quarters with camp-bed-like berths in the bow. For the replica, especially as the crew would live on board for months, it was right to create practical and comfortable accommodation. Every area, including the galley and en suites, was built first as a complete 1:1 mock-up in the studios of Oliver Design. After approval by the owner's representative, the mock-ups were replaced by genuine furniture. For Emilio Bustamante, Oliver Design's manufacturing manager, Germania Nova was an impressive classic yacht to supervise. 'Replicas have become very popular with owners,' he says. 'And they really love their boats, because it is not easy to handle a 60 metre gaff schooner compared to, say, a launch.'

Walking down the main companionway in the deckhouse, the corridor on the tween deck leads aft to the owners' full beam suite. The raised king-size bed is flanked by sofas upholstered in light brown de Sede leather. The bed faces a large television that becomes a mirror when not in use. To port the en suite is divided into a shower, head and a main area with wash basin. Forward of the owners' suite, there is a dayhead, followed by four double guest cabins, all with en suite shower rooms. In every area the white painted vertical surfaces, ceiling planks and beams match with the yacht's varnished mahogany and her teak floors. Classic brass fittings and splashes of blue-and-white striped fabrics provide a fresh Mediterranean atmosphere.

The cruciform saloon follows the original layout and features a large dining table seating up to 12. A second table is surrounded by a sofa and extensive cupboards and cabinets for storage. A beer dispenser, a wine cooler and an ice-maker are modern concessions to a social



The main saloon (right and above right), set in a cruciform shape, can seat up to 12 at several tables and a sofa, all detailed in the blue-and-white striped palette. Further forward is the fully equipped galley (far right)







Germania: a history of the 1908 original



The beginning of the 20th century signalled a belated upturn in the great sport of yachting in Germany, supported by Kaiser Wilhelm II. The Kaiser was a keen racer in his schooner Meteor III, built in 1902 in the US, although there was little competition in this top AI class at the time.

Then onto the yachting scene came a successful businessman who saw the advantages of sailing as an upper-class sporting and social arena to build his business. Dr Gustav Krupp von Bohlen und Halbach commissioned the largest sailing schooner then built in Germany, as a symbol of the



Divers off Key Biscayne, Florida, investigate the wreck of Germania, now an archaeological preserve

industrial leadership of the Krupp steel and shipbuilding group. The innovative design engineer Max Oertz designed him a two-masted ship with a CWL of 32.94m, beam 8.16m, draught 5.3m and sail area 1,300m², and supervised the build himself at Krupp's Germania yard in Kiel, northern Germany.

Officially a wedding gift from Krupp's wife Berta, owner of the Krupp group, Germania was built in modern nickel steel, with the outer shell panels butt riveted onto longitudinal flat irons.

All involved in the project were sworn to strict secrecy. Krupp even politely deflected enquiries from Kaiser Wilhelm himself, who was keen to know whether the yacht would be a rival to his Meteor III: 'Germania is being built primarily as a cruising yacht for my wife and myself, but if she should turn out to be quite fast she will take part in a few races now and then.' In fact the yacht put in an outstanding performance at Kiel Week in 1908 and set a new

course record in Cowes Week the same year. The Kaiser immediately commissioned Max Oertz to build him a very similar yacht, which as Meteor IV battled out many duels with her sister ship.

When WWI was declared,

Germania was in Cowes and Krupp
sent a telegram ordering her to
return to Germany. Germania first
put in to Southampton for repairs,
however. On 6 August 1914 she
was seized as a prize of war, along
with other German yachts, and
put up for auction by the Admiralty
in 1917.

Thus she came into the possession of Norwegian shipowner Christoffer Hannevig, who rechristened her Exen after his nickname 'Excellency'. He sailed her to New York, where she was used for official and social functions. Following Hannevig's bankruptcy in 1921 the yacht again came under the hammer.

Gordon Woodbury, the former US assistant secretary of the navy, purchased her at a bargain price.

He retained the opulent interior, but during a storm in January 1922 the schooner, now renamed *Half Moon*, nearly sank with the whole of her crew. Back in New York, Woodbury unrigged and dismantled her and sold the hull in 1923.

Sold on quickly for scrap, the hull sat in Miami Harbour as the 'Germania' floating restaurant and dance pavilion. In 1926 she sank in a hurricane, then was raised and sold to Captain Earnest Smiley, who used her as a fishing barge and cabaret from 1928, chained to a reef off Miami. In 1930 another hurricane struck and the yacht broke loose from her moorings. The Smileys escaped, but *Half Moon* ran hard aground on a sandy shoal off Key Biscayne, and was soon engulfed in sand.

It was only in 1987 that research divers took an interest in the vessel. They retraced her astonishing history and had her designated as Florida's seventh underwater archaeological preserve in 2000.



atmosphere. Further forward, a door on the port side leads into the fully equipped galley and a storage room, while the door to starboard opens onto a corridor with a hatch to the lower deck, two cabins for the captain and officers with a combined head in between, and a laundry. Completing the crew quarters are a mess room with two gimbal tables, two shower rooms with heads, six open berths at the foot of the forward companionway and four in the forepeak.

The deckhouse, beautifully clad in mahogany panels, conceals the obligatory navigation and communications equipment and extensive monitoring systems for all areas. When the fire-resistant horizontal door to the companionway is open, it fits perfectly to the railing. Much effort was made to design the deck in the style of 1908. Fittings, ventilation hoods, shock-absorbing sheet blocks and the binnacle are just a few examples of the custom-made equipment incorporated. Recessed foot switches drive 11 hydraulic

Meissner winches made by Holmatro. The traditional Burma teak planking of the deck superbly matches the high gloss finish of the Oregon pine bowsprit and masts. The spars are made from carefully selected and dried Sitka spruce. In the building of the masts and topmasts, which measure 42.66m from the foot to masthead, Dutch company Ventis glued the 16 sections of wood together in tightly controlled conditions of temperature and humidity, ensuring a uniform strength throughout. Ventis has gained an excellent reputation from work on similar classic yacht projects such as Elena and Atlantic. The icing on the cake is the rigging from Jochen Gnass and his team - they made all the wires by hand using traditional tools and methods, with just one double shroud of the lower rigging weighing about 150kg. This tremendous work resulted in a perfectly tuned interaction of spars, sails, ropes and trim.

The wonderful results could be observed during the sail trials in spring 2011. Speeds between 12 and 14 knots in a light breeze confirmed the hope that *Germania Nova* would sail faster than her predecessor, 'This boat causes pure exultation,' says the owner's representative. Her captain, John Bardon – a schooner specialist – is very satisfied with her seaworthiness. He sailed her from Spain to Nice via Gibraltar, Malta and Palma de Mallorca, where the owner and his family took the chance of extensive sailing during the 2011 summer season. Her debut in the Med ports attracted many visitors, who wanted to know her history. *Germania Nova* of 2011 has managed to square the circle; she's a replica built with an original look – and state-of-theart facilities for luxury charter.



The blue-and-white striped motif, with mahogany topsides, teak floors and white-painted bulkheads, continues throughout the interior (top) including the accommodation areas. The owner's suite (right) features a raised king-size bed flanked by two brown leather sofas



GERMANIA NOVA Factoria Naval Marin

LOA 60.4m

LWL 33m

Beam 8.1m

Draught 5.41m

Displacement 260 tonnes

Sail area (upwind/downwind) 1,300m²/2,383m² Sails

North Sails, Classic Division

Masts and spars Ventis

Scheepstimmerwerk Rigging

Oevelgoenner Tauwerkstatt Winches

Winches Meissner by Holmatro Engine Deutz BF6M1015ML, 300kW

Propeller Hundested 4 blade

Thruster Lewmar 500 Swing, 75hp

Generators Kohler 1 x 50kW; 1 x 40kW; 1 x 20kW Fuel capacity 13,500 litres

Freshwater capacity 9,000 litres

Owners and guests 12

Crew 13

Interior design Oliver Design Construction Steel

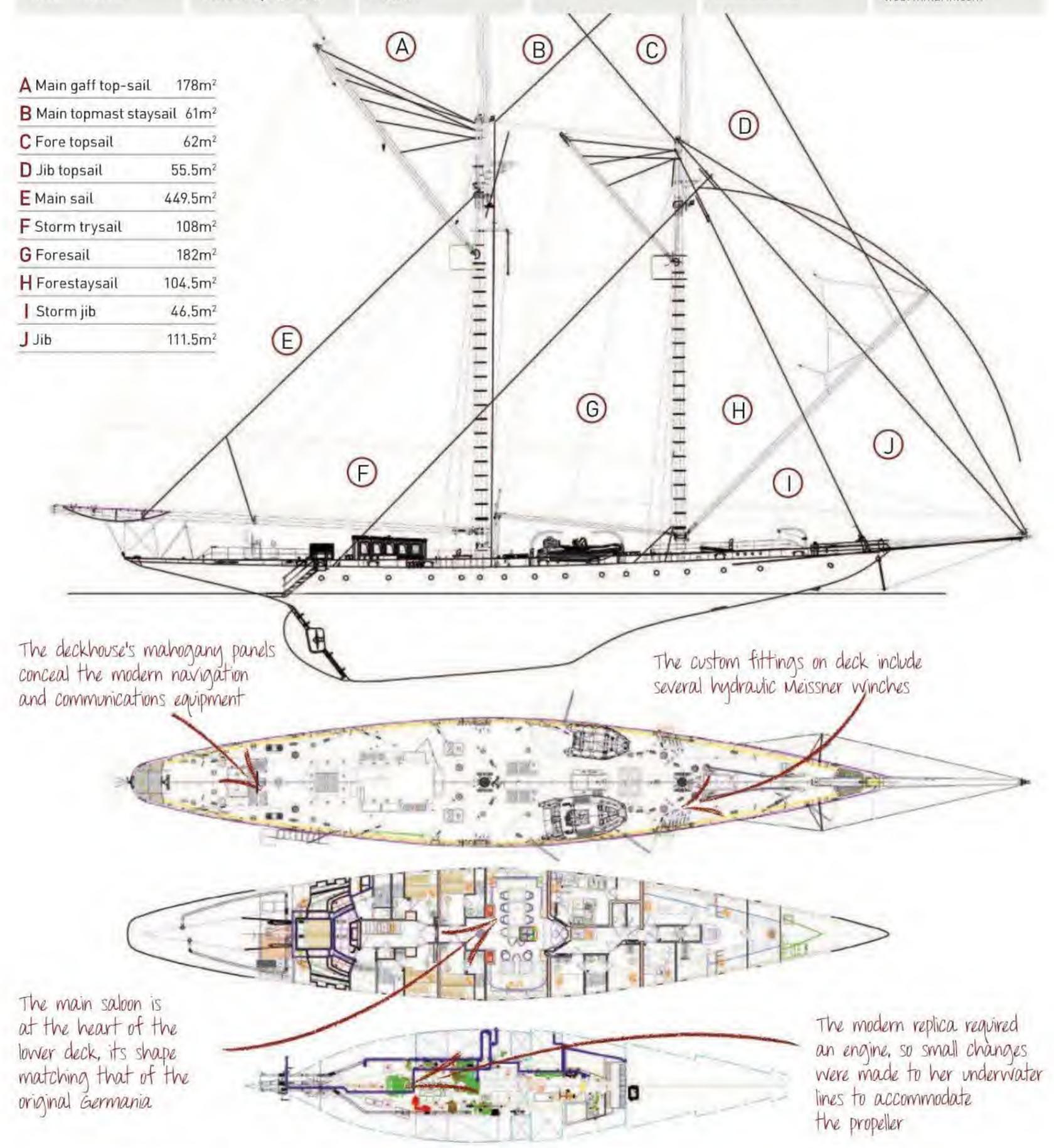
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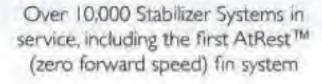
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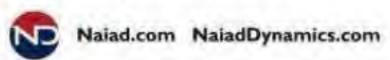
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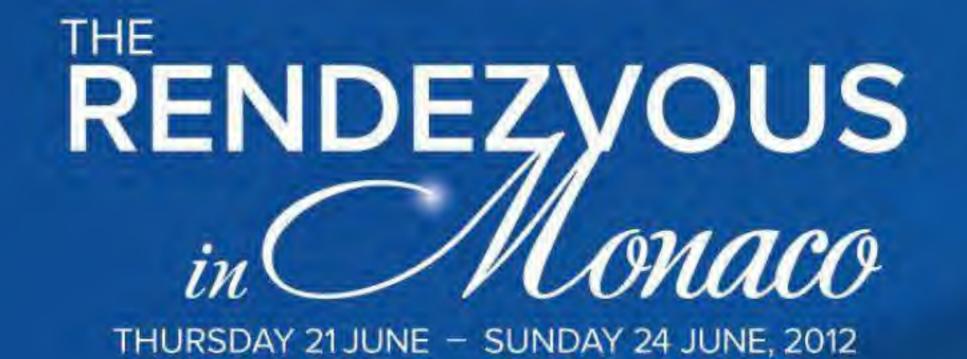
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Nordhavn

words: Tom Isitt photography: Courtesy of Nordhavn, Tom Isitt

There is something rather pleasing about the triumph of function over design. In our design-conscious world, seemingly presided over by Kevin McCloud of Channel 4 television's *Grand Designs* and the staff of *Wallpaper** magazine, it is rare to find objects that are no more than the sum of their utilitarian parts. Yes, your hardware store is filled with functional design from Bosche or De Walt, but in almost every aspect of our lives the objects we use are aesthetically pleasing as well as functional: your kettle, your phone, your computer, your car.

Indeed, it appears the world has gone design-mad. Our televisions are inundated with programmes extolling the virtues of Marrakech chic or contemporary oriental minimalism and our houses bulge with re-editions of Eames, Jacobsen and van der Rohe furniture.

But when it comes to boats, the same rules do not always apply. The sea can be a hostile environment, and those who like adventure don't necessarily want to be at sea during a lumpy Force 5 in the nautical equivalent of a crystal chandelier. In northern European waters especially, there is a need for sturdiness and solid build quality, and in the superyacht world the explorer yacht has gone from a niche market oddity to mainstream and desirable.



NORDHAVN'S 76 RANGE CONTINUES ITS TRADITION OF FUNCTIONAL, STURDILY BUILT YACHTS FOR THE MORE ADVENTUROUS





There is something appealing in unashamed utilitarianism, particularly when executed with a modicum of style. Not convinced? OK: Panasonic Toughbook or MacBook Air? The Air is fantastic in Monaco, but may not be as suitable in the deserts of North Africa or the forests of South America. If you want to do more than motor from one Med marina to another, utilitarianism takes priority.

Say what you like about Nordhavns, no one can accuse it of bowing to fashion. For more than 30 years it has been building trawler yachts (the term generally given to smaller explorer yachts) primarily for the American market, which are well engineered, solidly built, and styled more like something out of *Deadliest Catch* than *Quantum of Solace*. But PAE (Pacific Asian Enterprises), the company that designs Nordhavns and has them built in Taiwan, has established a reputation for rugged yachts capable of travelling huge distances.

Taiwan has a growing reputation in the superyacht world, and while some of the boats coming out of Taiwan fall short of superyacht standards, Nordhavn has always produced boats of impeccable quality and engineering.

Most are bought by couples who are (how can I put this politely?) past the first flush of youth, and who tend to go cruising either just as a couple, or with one or two other couples. They are usually owner-skippers who think nothing of a 2,000 nautical mile trip to somewhere remote.

The 76 is a semi-custom build, and each is slightly different; this example, *Kabu*, has the dining area, saloon area, galley and day head on the main deck, with the

owner's suite forward. On the lower deck is the VIP double, a smaller double, a utility area and the engine room, while on the upper deck is the pilothouse. The standard layout allows for a captain's cabin in the aft part of the pilothouse, but this owner has chosen to remove it altogether to give a more spacious feel to the deck. Above is a small flybridge with external helm position.

For a 76 foot (23 metre) boat, the sleeping accommodation is sometimes less than generous, but to moan would be to miss the point. This is a go-anywhere do-anything boat in which four to six people can cruise in style and comfort – for months on end. The owner's suite and the VIP are of a good size and comfortably appointed, even if the second double cabin is snug. There is a 10-berth option if you need that much accommodation, but it divides the owner's suite in half to give two much smaller cabins, while the captain's cabin can be enlarged to make it a twin.

The communal spaces, however, are spacious and well thought out, with high ceilings and large windows giving the impression that this boat is bigger than 23 metres. The décor is understated without being bland, and the overall feeling is one of good design and build quality. From the drawers in the galley to the installation of the Lugger wing engine, everything is properly put together. The overhead handrails on the saloon ceiling are a case in point.

The feeling of solidity is reinforced once out on the water. On a blustery December day on the Solent *Kabu* performed well in foul conditions, The MTU Series 60 main

The pilot house on the upper deck (above) has a captain's cabin as standard aft, but on the Kahu a seating area (middle right) creates a roomy feel. That impression of space continues in the main deck design, with dining area, saloon and galley (right and top right) easily accommodated









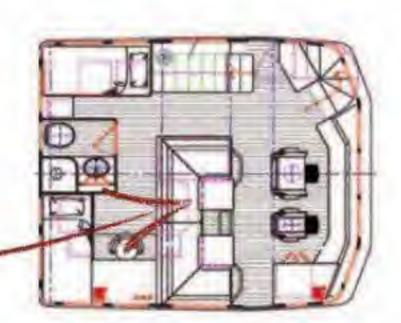
engine puts out 535hp and will propel the 76 to a top speed just shy of 11 knots. At that speed she is burning 100 litres an hour, which is pretty economical, but cut the speed to nine knots and she is only using 64 litres an hour. With a fuel capacity of 15,520 litres that means genuine ocean going is a possibility.

Of course, the 76 still rolls a bit in a beam sea – as with any semi-displacement hull with a tall superstructure, you would expect it. But the TRAC stabilisers do a good job of keeping the effect to a minimum.

The Nordhavn 76 is an excellent boat for a certain type of owner. It may look more like a fishing boat or tug than a luxury yacht, but the utilitarianism appeals to those who like solid engineering and functionality. If Isambard Brunel was around today, he would absolutely approve of Nordhavns.

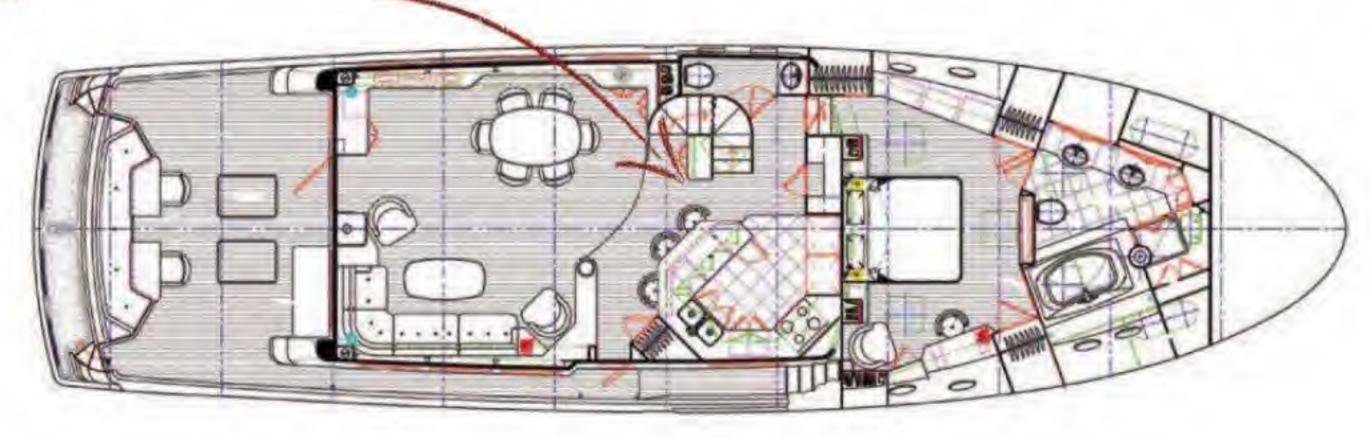


Kahus custom upper deck design puts a seating area aft of the pilothouse



on the main deck, aft of the owner's suite. is the saloon, a dining area, the galley and a day head

The lower deck features a VIP double suite, a twin cabin, small utility area and the engine room



NORDHAVN 76 Pacific Asian Enterprises

LOA 23.24m

LWL 21.03m

Beam 6.4m

Draught 2.34m

Displacement 114.3 tonnes

Gross tonnage 110GT

Engines

MTU Series 6,535hp

Speed (max/cruise) 10.7/9 knots

Range at 9 knots 2,300nm

Thrusters

50hp bow, 38hp stern

Generators

1 x 40kW Onan electric; 1 x 27.5kW Onan electric

Fuel capacity

15,520 litres

Freshwater capacity 3,028 litres

Owner and guests 4-10

Crew 0/2

Tenders 1 x 5-5.5m

Construction GRP

Classification

Classification Lloyd's Register, CE, MCA Safety Naval architect Jeff Leishman, PAE

Exterior styling PAE

Pacific Asian

Enterprises/2011

Interior design PAE Builder/year Contact Nordhavn Europe Southampton, UK

Southampton, UK tel. +44 (0) 23 8045 7741 web: nordhavn.com We are very pleased to announce our victory at the 2011 ShowBoats Design Awards "The world has changed. Are you looking to change too?"









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Editor's choice of charter boat New to the charter market Brokerage: 2011 in review Market analysis and intelligence

Brokerage

news round-up

02 SEPTEMBER



1,587 NAUTICAL MILES

Christianshab, Greenland 50° West

Passage sadia transits the Northwest

Words:
Clare Grainger
photography:
Luc Hardy; Courtesy of
Royal Huisman



THE ELEGANT ROYAL HUISMAN MOTOR YACHT ARCADIA BECOMES THE 159TH VESSEL TO NAVIGATE THE LEGENDARY NORTHWEST PASSAGE ACROSS THE ARCTIC OCEAN

The Northwest Passage remains one of the most remote and inhospitable regions of the globe and has until recently been virtually impassable, with the sea frozen for much of the year. Since Norwegian explorer Roald Amundsen first completed the journey in 1906 there have been fewer than 170 crossings, but with the retreat of the ice pack due to global warming, the

route is becoming increasingly navigable.

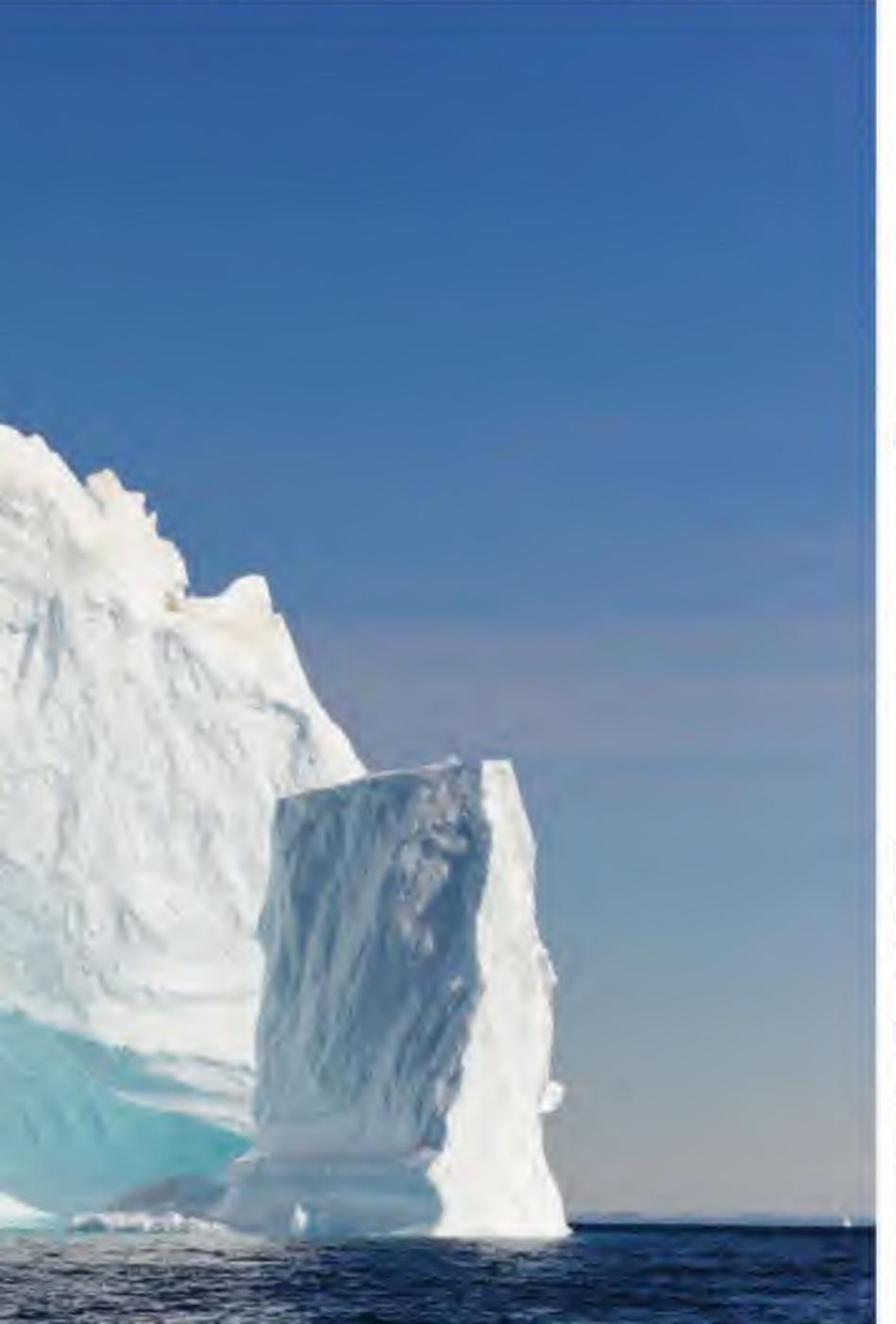
It was the isolation and exclusivity that inspired Captain James Pizzaruso and the owner of the 36 metre gentleman's motor yacht *Arcadia* to plan their own adventure – originally scheduled for 2009. 'My mate, Brent Cook, and I were on the bridge one night looking for an alternative to Panama to get back to the Med,'

Cambridge Bay 106º West

1,691 NAUTICAL MILES



Nome, Alaska 164º West





Left and above: giant icebergs are picturesque, but can create challenging conditions at sea. Right:

Arcadia progresses west through a chain of near-deserted islands.

Below: watchful wildlife is ever-present





explains Pizzaruso. 'We were trying to plan a circumnavigation, but Suez just did not appeal to anybody involved. The research for the Northwest Passage trip excited the crew and the owner, and so preparations began.'

Changing direction

They had lined up a potential west-east transit, but delays to their approach from Japan meant they lost their weather window. Undeterred, they began preparations for an east-west attempt, and in July 2011, after some preparatory refit work at Royal Huisman's yard in Holland, *Arcadia* headed up the North Sea bound for Greenland.

The plan was to cruise Greenland's coast for three weeks to await the optimum weather window and to use the area as a training ground to see how *Arcadia* would perform in challenging conditions.

It was a steep learning curve. The yacht had ventured into the Arctic Circle before, but had never undertaken such a challenging voyage. She is a luxury cruising yacht constructed from aluminium with some carbon composite elements in her superstructure – not a steel bound ice-breaker – and her stabilisers are also largely incompatible with chunks of submerged ice.

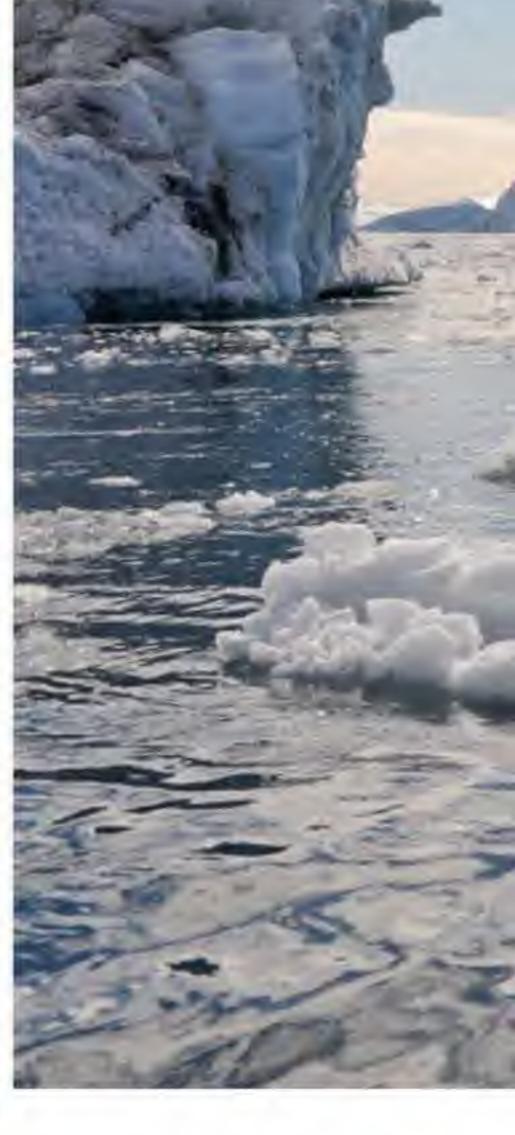
In preparation, Pizzaruso added temporary floodlights to the bow. T didn't want to risk missing something by scanning with just the searchlight,' he says. Twanted the same lights that the guys on (television



Above: the relatively mild weather means anchorages can be chosen to allow all aboard to step ashore and enjoy invigorating hikes, and even daring photo opportunities on ice floes (far right). Right: on the bridge of Arcadia, ultra-careful navigation is required







series) Deadliest Catch use. Steve Figueiredo at Newport Shipyard gave us a few ideas, and a company in Holland provided the low pressure sodium lights. They proved to be very useful. For safety, we purchased cold water survival suits, added another Iridium satellite phone to our inventory and purchased a soft-bottom inflatable tender for rocky landings.

'I studied the charts and made it a point to familiarise myself and the crew with the "Egg Code" – the World Meteorology Organisation system for sea ice symbology – and other features on ice analysis charts. We were of the opinion that the trip was going to plan itself as conditions would favour different options as it unfolded, and that is what happened.'

Arcadia also enlisted retired US Coast Guard rear admiral Jeff Garrett, who had done the passage as master of an ice breaker, as a guide and adviser. 'We felt Jeff's experience of ice breaking could come in handy and he provided a fantastic amount of information on what we could have expected.'

Wildlife and tame seas

Arcadia's Greenland cruise was a great success on every level. Guests and crew were delighted by stunning scenery, diverse wildlife, magnificent shore-side trekking, welcoming indigenous people and the sheer scale and beauty of the ice they encountered.

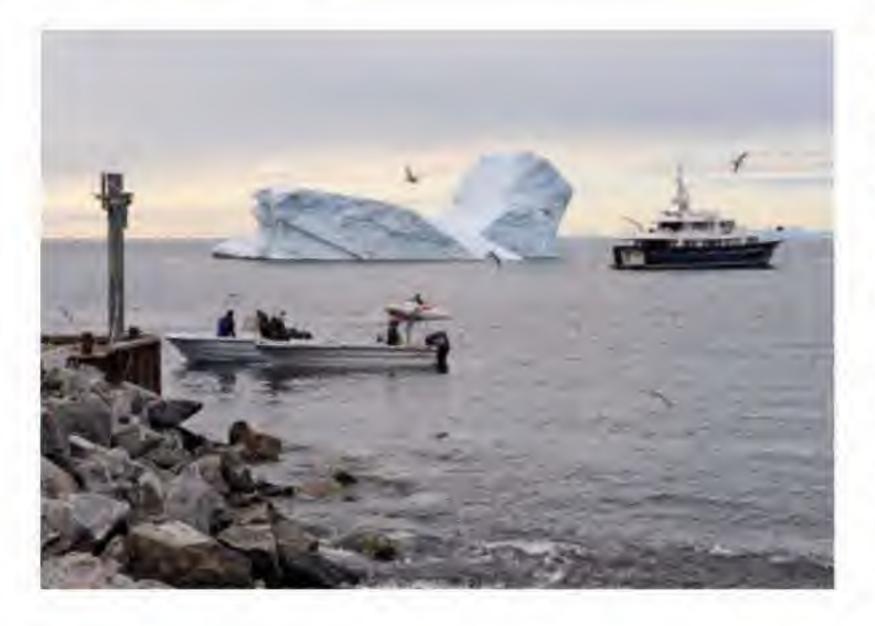
On 2 September, the steep learning curve of *Arcadia*'s training schedule soon flattened out to a point where captain and crew felt comfortable with their preparations and ready to take on the challenge of their attempted transit. *Arcadia* filled her tanks with winterised fuel and departed Christianshab, Greenland, for a three-day Baffin Sea crossing to Pond Inlet, and headed into the Northwest Passage.

Ice conditions were expected to be favourable but they far exceeded expectation; the passage proved to be free of sea ice, 'Arcadia doesn't have the capability of pushing through even medium concentrations of ice,' said Pizzaruso. 'We had agreed with the insurance company

On 9 September, shortly after anchoring in a calm at Cape Home, *Arcadia* was subjected to almost 60 knots of wind and a steep one metre chop, just metres from shore







that we would not enter anything above two-tenths coverage, and I had no intention of putting the boat in a situation we would not be able to get out of.'

But the icy capes and islands left no room for doubt that *Arcadia* was travelling in extremely high and isolated latitudes: only one other ship was ever seen. And with yachts often becoming stranded and with conditions capable of changing rapidly, the crew could not afford to be complacent.

'Some of the conventional rules just don't apply up there, and what you have to do is counterintuitive,' says Pizzaruso. 'You would expect to find shelter and security in a protected anchorage, but the reality is that ice caps can create powerful katabatic winds and steep seas just metres from the shore. Safety and security are actually to be found in the normally more exposed areas of deep, open water.'

Arcadia progressed westwards by way of Devon Island, Prince Leopold Island, through Bellot Strait to Jenny Lind Island, Victoria



Charts note that the compass is effectively useless so close to the magnetic pole. However, GPS, radar and good old-fashioned visual bearings ensure safe passage



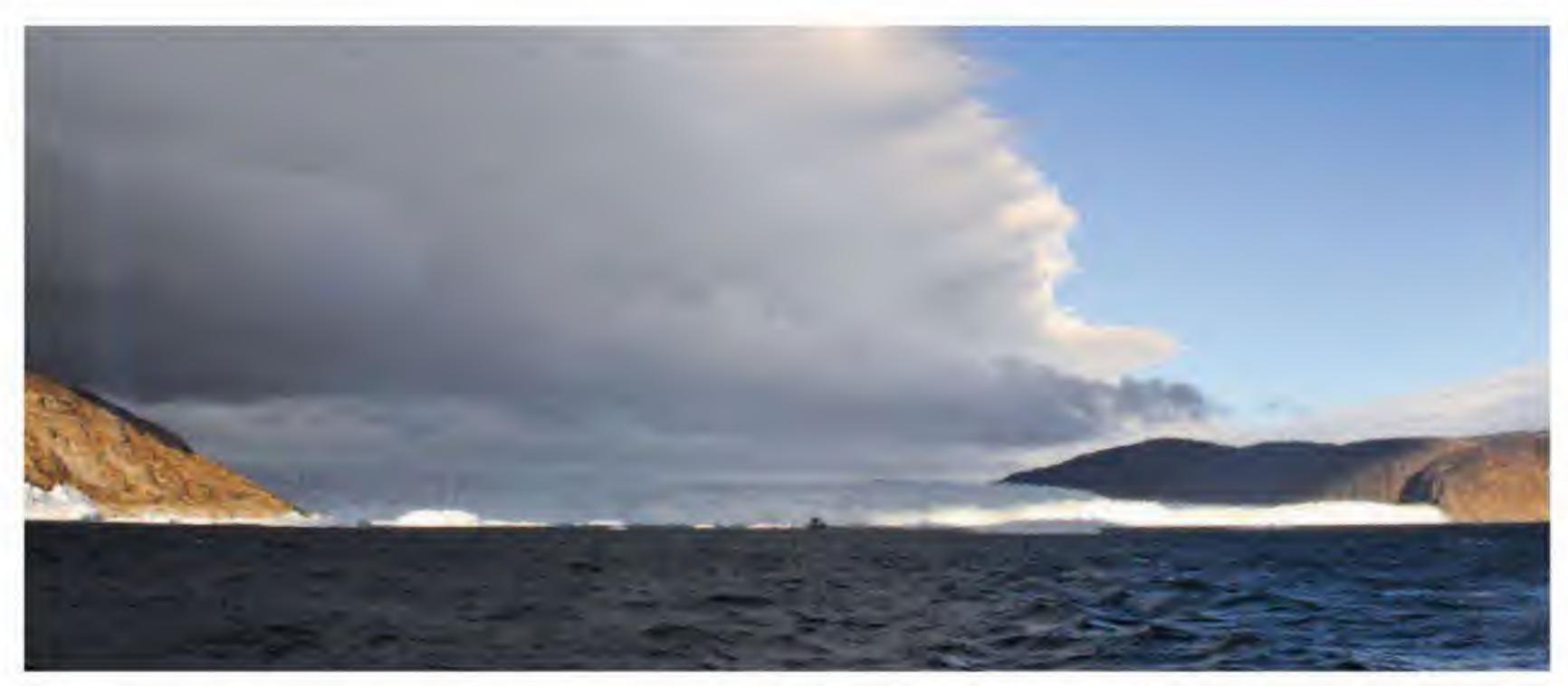
Island and then on to Nome Island, the Beaufort Sea, Chukchi Sea and Bering Strait. Anchorages were chosen to allow owners, guests and crew to enjoy invigorating (if sometimes cold and challenging) hikes ashore where they could explore, view wildlife and visit the graves of lost expedition sailors on Beechey Island.

Harsh conditions

The weather was relatively mild, 10 to 12 degrees centigrade by day on most days, and not too far below freezing at night. Occasional snow flurries were experienced along with quite fine weather, but the temperatures could drop alarmingly in the katabatic winds. On 9 September, shortly after anchoring in a calm at Cape Home, *Arcadia* was subjected to almost 60 knots of wind and a steep, four-foot chop, just metres from shore. Fortunately, her owner had the foresight, when building her, to specify anchors, winches and ground tackle well above the norm for a yacht of her size; with the additional benefit of good holding ground, she held securely throughout.

From a wildlife perspective, the passage yielded some dividends and some disappointments. Guests and crew were delighted by the number of polar bear sightings but also by the healthy condition of the bears; those seen on a previous passage to Labrador in Canada had appeared emaciated by comparison. Thankfully, a close encounter with a swimming bear proved the only pulse-raising experience.









Top and left: bad conditions can move in fast, so Arcadia's owner specified anchors, winches and ground tackle well above the norm.

Right: rugged up for expeditions – temperatures drop dramatically.

Above and opposite bottom: whales are constant companions



'We were manoeuvring through a patch of glacial ice chunks when a bear suddenly appeared right in front of the boat,' recalled Pizzaruso. 'It rolled over, looked at the boat and snarled – we narrowly missed it.'

Humpback whales were regular companions but eagerly anticipated sightings of the much rarer narwhal and beluga whales did not come to pass. The best platform for wildlife sightings proved to be the yacht itself: shore parties discovered the sensitivity of both birds and mammals to their presence.

Navigationally, the Northwest Passage presented only modest challenges – but that is in the context of both 21st century technology and 2011's exceptionally open waters. The compass is effectively useless so close to the magnetic pole, but GPS, radar and visual bearings ensured safe navigation through the relatively deep and steep passages.

Arcadia covered a total of 3,278 nautical miles, of which 1,587 were completed between Ilulissat and Cambridge Bay, and a further 1,691 between Cambridge bay and Nome, Alaska. 'The highlight was the knowledge that we had done something that only a few before us have done, and we have a great respect for those who pioneered the

Northwest Passage,' adds Pizzaruso. 'We were very happy with how it worked out, especially after having had our 2009 attempt robbed from us.'

Memories and pride

For Arcadia's owner, the most powerful memories derived from the extraordinary sense of isolation and vulnerability at the northern navigable tip of the planet; from the sense of awe and humility that accompanied a passage in the footsteps of pioneers such as Sir John Franklin and Amundsen; from the magnificence of the scenery and wildlife; and from the recognition that this relatively small yacht could offer such comfortable and reliable access to an exceptional experience so far from modern-day human habitation.

There is also the quiet pride in being the 159th vessel to complete a transit of the Northwest Passage (and she was officially credited as the 145th because each year's passages are listed alphabetically). The open waters of 2011 may have made the attempt less challenging than in earlier times, but it takes a rare spirit to even contemplate heading north into the Arctic Circle to make such an attempt.

FACT FILE The Northwest Passage



WHERE?

The Northwest Passage is 430 nautical miles north of the Arctic Circle and about 1,025 nautical miles from the North Pole. It consists of a series of deep channels through Canada's Arctic Islands, extending about 780 nautical miles.

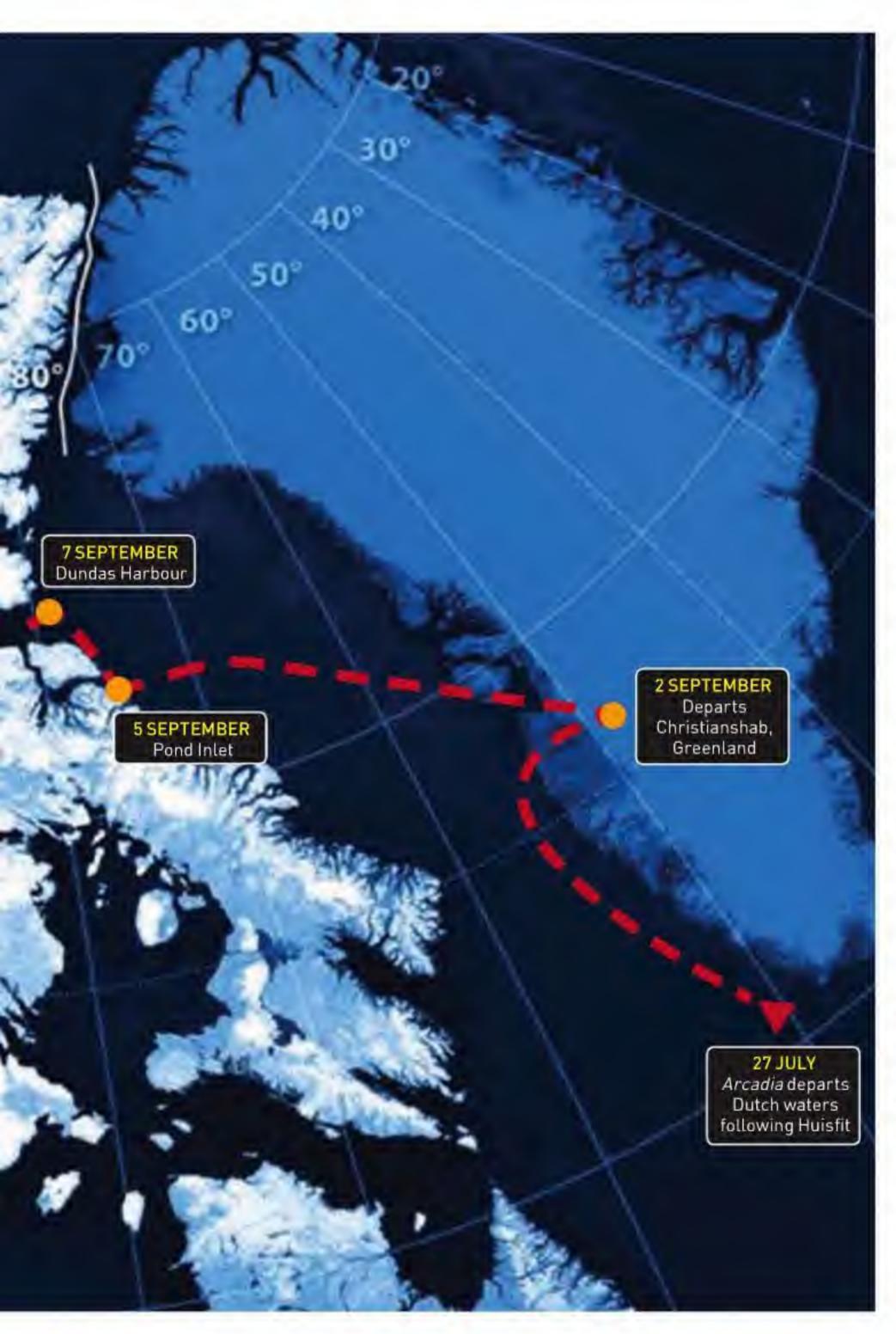
Most ships sail from the Atlantic side into Baffin Bay, between Greenland and Canada, and through the Canadian Arctic Archipelago, which contains more than 36,500 islands.

WHEN TO GO

The Passage has until recently been virtually impassable because it was covered by thick, year-round sea ice. Satellite imagery shows the ice is receding, almost certainly due to global warming, opening the channel

for part of the year. The central part opens typically in mid to late August. This timing means that the latter part of a transit will have increasing periods of darkness.

The sea usually starts to refreeze in mid-October, although it can happen well before this. Arcadia's captain James Pizzaruso advises: 'Start the passage just as the ice is melting and follow the receding edge as close as



safety decrees. This is not the sort of thing you can schedule. The Canadian Ice Service can help with monitoring the ice.

WHO OWNS IT?

Canada considers the Passage to be its own. However, other nations, including the US and members of the EU think it should be an international waterway with no restrictions or limits. Both Canada and the US stepped up their military presences there in 2007.

HISTORY

Since the 1400s, nations had been attempting to look for a sea route between Europe and Asia (see following page for more).

The first explorer to prove the existence of a passage was Robert

McClure in 1854, after his ship got trapped in ice and he took to his sledge to look for a route. Countless ships tried and failed to complete the journey, but Norwegian explorer Roald Amundsen eventually completed the passage in 1906. The first west-east transit was by Canadian Henry Larsen in the St Roch in 1942.

DANGER

The passage remains extremely hazardous, with ships frequently getting trapped in rapidly advancing ice, and crew forced to spend the winter there until it thaws. The Canadian Coastguard is reluctant to give visas to yachts without comprehensive plans and itineraries; it is very expensive to send ice-breakers to rescue stranded vessels.

Most ports and anchorages are subject to being closed off with ice, so ships need to be self-sufficient for all aspects of provisioning, maintenance and repair. Yachts intended for ice voyaging should be equipped or modified to cope with severe impact, particularly on the rudders and propellers.

SUPERYACHTS

Very few superyachts have undertaken this epic journey, but as well as Arcadia, the 46 metre Dione Sky, the 49 metre T6 and Paul Allen's 126 metre Octopus have all completed the Passage within the last couple of years.

THE FUTURE

If the ice continues to melt, the Passage will become increasingly transitable. As a major trade route from Europe to China, a clear passage would shave more than 2,00 nautical miles off a journey – offering vast savings in transport costs – and therefore debates over its ownership look set to heighten.

Should conditions follow the trend, it will also become more accessible for superyachts like *Arcadia* that are not ice-classed.

CONTACTS

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HISTORY The Northwest Passage: ice, death and heroism



After hundreds of years of failure by large British explorer vessels, the Northwest Passage was finally navigated in 1906 by Norwegian Roald Amundsen in Gjøa (above), a single-masted herring boat

Transit the Northwest Passage – how easy that sounds. Yet haunting Arcadia's wake are the ghosts of ships crushed into kindling by pack ice or sunk by bergs the size of castles. And of sailors who set off to the north only to die in shifting ice, or stricken with scurvy, lost in fog so thick they couldn't see the end of their own vessel. And of endless winters, huddled in the dark, bored and starving, hoping more for an escape back home than ever finding a mythical passage across that awful sea.

TRADE AND TREASURE

For hundreds of years, the search for a shortcut between Europe and Asia was all about trade. The region of the Arctic Circle was almost completely uncharted, and visited only by whalers. But in 1572, a revision of Gerard Mercator's renowned map of the world included three imagined ships heading towards the Arctic – wishful thinking, and a call to action.

In 1576, privateer Martin Frobisher responded, setting off with two 25-tonne

barques, followed by 15 merchant ships a year later, alerted to the possibility of gold. Only one ship was strengthened against the advancing pack ice – the crews of the rest desperately improvised with cables, beds, masts and planks. Two ships and 40 men were lost. Commander William Baffin concluded there was 'no passage nor hope of a passage'. There was no gold, either.

HARD LESSONS

The pattern of search for the Passage was established. A voyage would set off in ignorance, in a poorly prepared boat, into conditions so foreign and deadly, they returned having learned almost nothing – if they returned at all. Jens Munk's voyage of 1619, in a frigate and a sloop, returned one ship and three survivors from a complement of 65.

It took years to work out a lack of fresh food caused men to die of scurvy. And only after several tales of onshore struggle, as ships lay covered in three-metre-thick ice, was it plain that provisioning for at least one long dark winter of -50 degrees might be a good idea. And in those seas of shifting ice, charting was hell: a labyrinth of islands, inlets and bays. Where was the Northwest Passage? It may not exist.

In 1715, trader James Knight set out on Albany, carrying 17 crew, with the new 40-tonne sloop Discovery, carrying 10. He took trade goods, bricks and lime for winter shelters and plenty of provisions. Both were observed in Hudson Bay, before vanishing. Remains were found on Marble Island 50 years later; the ships were discovered five fathoms down.

By 1745 the British government was offering £20,000 to anyone who could discover the Passage. Some tried to find its Pacific entrance; James Cook, in the Resolution, was one of these. He fumbled his way up the west coast of Alaska, using the wrong maps, before meeting a wall of pack ice. After four years away, he was killed by natives on the voyage home.

FRANKLIN

The most famous victim of the Northwest Passage is Sir John Franklin, commander of a voyage in 1845. His ships, *Erebus* and *Terror*, were bomb vessels strengthened by 10-inch (25cm) belts of timber. There was sheet-iron at the bows, and huge beams braced the hulls inside. Each was fitted with a steam locomotive engine in the hold, linked to a screw propeller. They carried enough provisions for three years – including books, writing materials and a musical organ.

On 25 July, the *Erebus* and *Terror* were sighted in Baffin Bay, waiting for ice to clear. They then disappeared utterly.

even considered. Search expeditions set out in 1848. Then more. For years, attempts were made to discover what had happened to Franklin, his ships and 133 officers and crew. A few graves were found, and the occasional skeleton; there were even rumours of cannibalism, but the mystery remains.

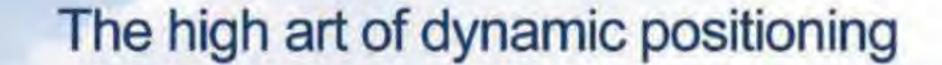
SUCCESS

Between 1850 and 1854, commander Robert McLure on HMS Investigator actually found and traversed the Passage from west to east, but as part of the journey was by sledge over thick ice, celebrations were muted.

In 1903 Roald Amundsen set off to see if the magnetic pole had shifted since its discovery 70 years before (it had), with six crew on the single-masted, 47-tonne Gjøa. It had a small 13hp engine and was provisioned for five years. After two winters ice-locked to the south eastern tip of King William Island, Gjøa navigated the shallow rocky waters into the Beaufort Sea and through the south end of Victoria Strait to Cambridge Bay. A larger ship could not have made it. After centuries of failure by mighty British ships in search of trade and treasure, it is ironic that the route was navigated by a Norwegian, in a little herring boat, on a mission of science.

With all routes charted, and ice retreating, the Passage holds fewer terrors than it did. But proof it could still bite came in 1969, when an oil company sent a specially strengthened tanker, the SS Manhattan, through the Passage to investigate commercial possibilities. On the return voyage, ice punched a hole the size of a house through the hull. The company built a pipeline instead.





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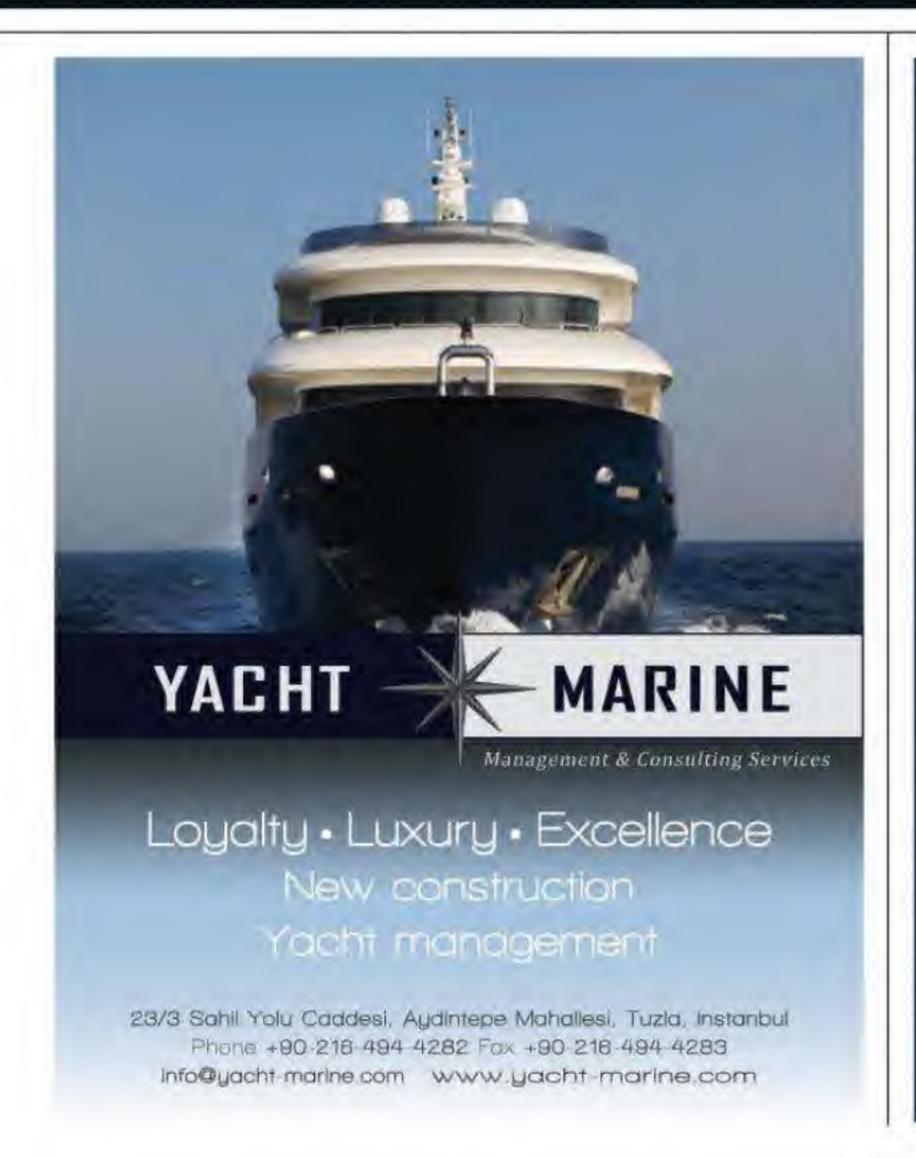


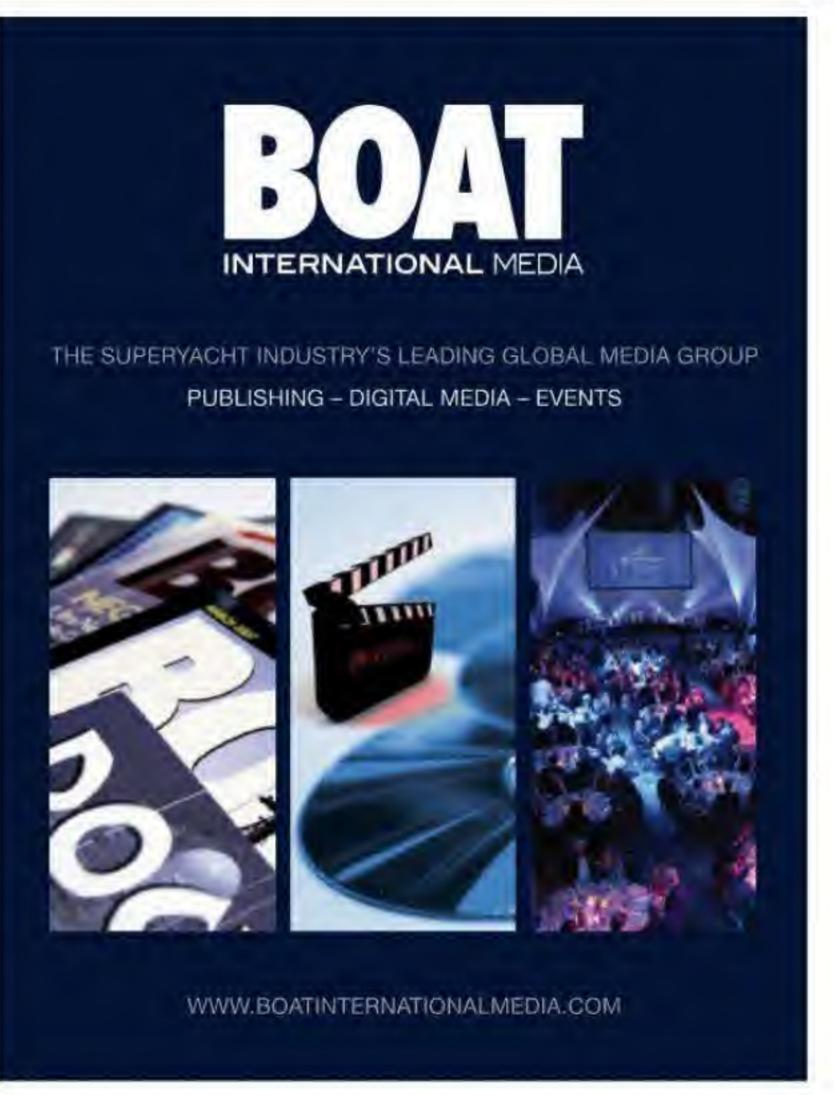
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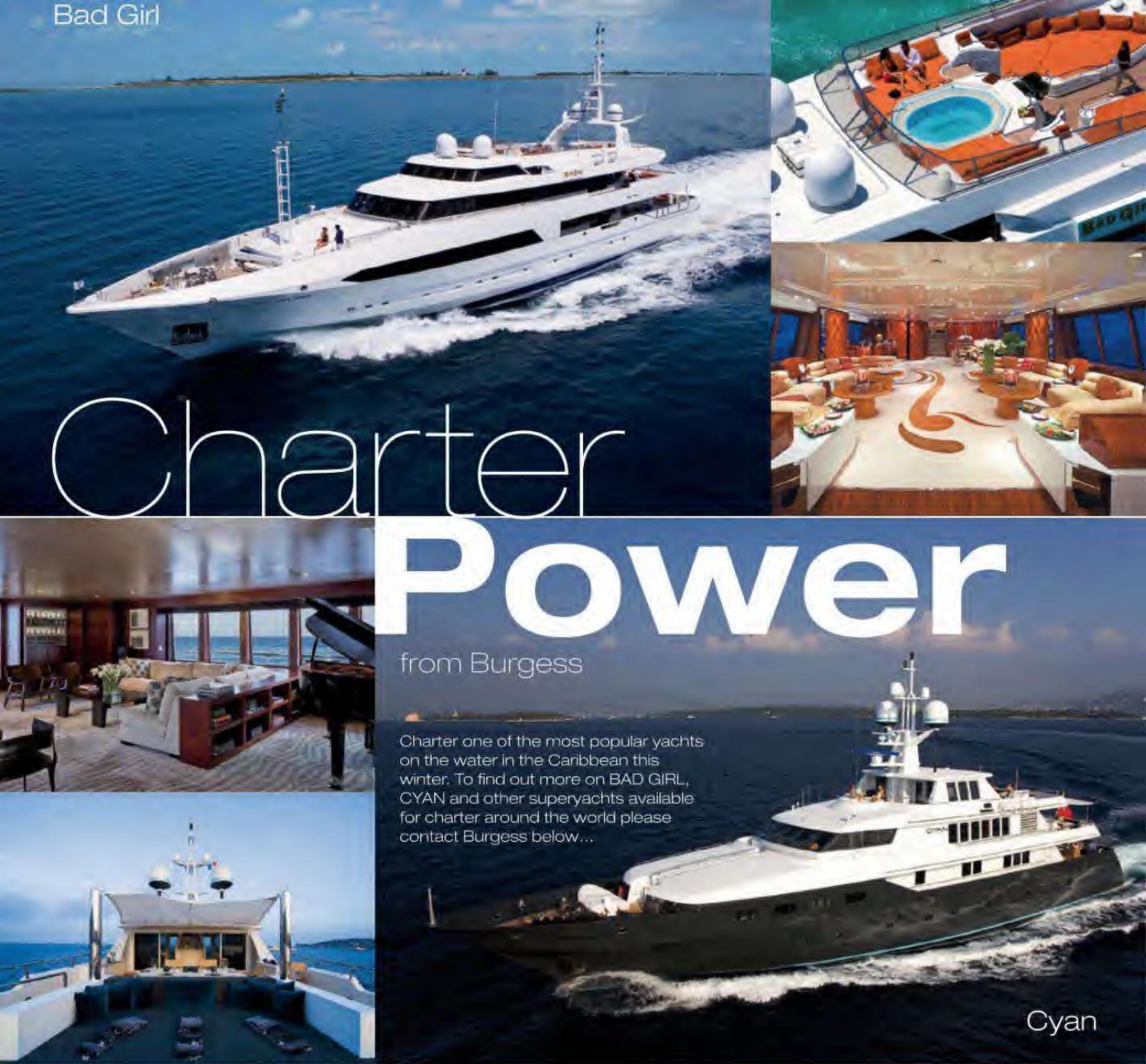






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EDITOR'S CHOICE

Meteor: a traditional charter with true sail power

The 51.59m schooner *Meteor*, built by Royal Huisman in 2007, is being offered for charter exclusively through Yachting Partners International.

Winner of three World Superyacht Awards in 2008 for Sailing Yacht of the Year, Best Sailing Yacht Exterior Styling and Best Sailing Yacht in the 45m+ Size Range, Meteor is a luxurious and extremely comfortable yacht that is perfect for cruising, but which also provides exhilarating performance under sail.

Within her well appointed, traditional-style interior, designed by John Munford, she accommodates six guests in one double and two twin cabins. A crew of nine provides an extremely high level of service and as keen and knowledgeable sailors, an unmatched charter experience.

Meteor is available to charter in the Caribbean from \$126,000 per week and is also available for sale through YPI.

METEOR

LOA: 51.59m

BUILDER/YEAR:

Royal Huisman/2007

GUESTS/CREW: 6/9

LOCATION:

Caribbean for winter

RATES:

\$126,000 per week, plus expenses

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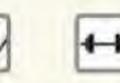
A selection of the top yachts available for charter

























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water ski/ inflatables wakeboard

Lady Kathryn V

This ship accommodates 12 in six double en suite cabins, has elegant living spaces and ample outdoor dining and deck space.



Part of the new Akhir 108 series designed by Carlo Galeazzi, Shedar features innovative design and technology.



Designed by Andrea Bacigalupo, Makira sleeps up to nine. Zero speed stabilisers make her ideal for first-timers.

Lyana

Delivered in 2011 by Benetti, Lyana offers accommodation for 12 guests and features all the latest toys.

Reverie

The 70m motor yacht is available for corporate charters at events like the Monaco Grand Prix and Cannes Film Festival.

Harbour Island

A six-suite custom yacht featuring two king master suites and a skylounge deck forward.

Lady Hoo

Built by Richards of Lowestoft in 1964, Lady Hoo was extensively refitted and redecorated in 2008.

Marhaba

This 33m classically inspired motor yacht is able to accommodate nine guests in four suites, with four crew.











LOA: 61m

BUILDER/YEAR: Lürssen/2011 GUESTS/CREW: 12/15

COST: €395,000 /€340,000 per week LOCATION: Caribbean winter, Med summer



LOA: 33m

BUILDER/YEAR: Cantieri di Pisa/2010

GUESTS/CREW: 10/5

COST: €90,000 per week with discounts available LOCATION: Med

LOA: 43.1m

LOA: 60m

BUILDER/YEAR: Italyachts/2010

GUESTS/CREW: 9/7 COST: \$170,000 per week

LOCATION: Bahamas winter, Med summer



BUILDER/YEAR: Benetti/2011 GUESTS/CREW: 12/15

COST: \$440,000/\$420,000, per week, plus expenses

LOCATION: Caribbean, Western Med 4 4 4 6

LOA: 70.1m BUILDER/YEAR: Benetti/2000 GUESTS/CREW: 12/27

COST: €550,000 per week, plus expenses

LOCATION: Med













LOA: 54.9m

LOA: 33.8m

BUILDER/YEAR: Newcastle Shipyard/2011 GUESTS/CREW: 12/12

COST: \$425,000 Caribbean, €425,000 Med LOCATION: Caribbean/Western Med





BUILDER/YEAR: Richards of Lowestoft/1964 REFIT: 2008 GUESTS/CREW: 9/14 COST: \$49,000 per week, plus expenses LOCATION: The Philippines



LOA: 88m BUILDER/YEAR: Ocea Shipbuilding/2007 **GUESTS/CREW: 9/4** COST: €48,000/€46,000 per week

LOCATION: Western Med

X 5 0 0 0 0

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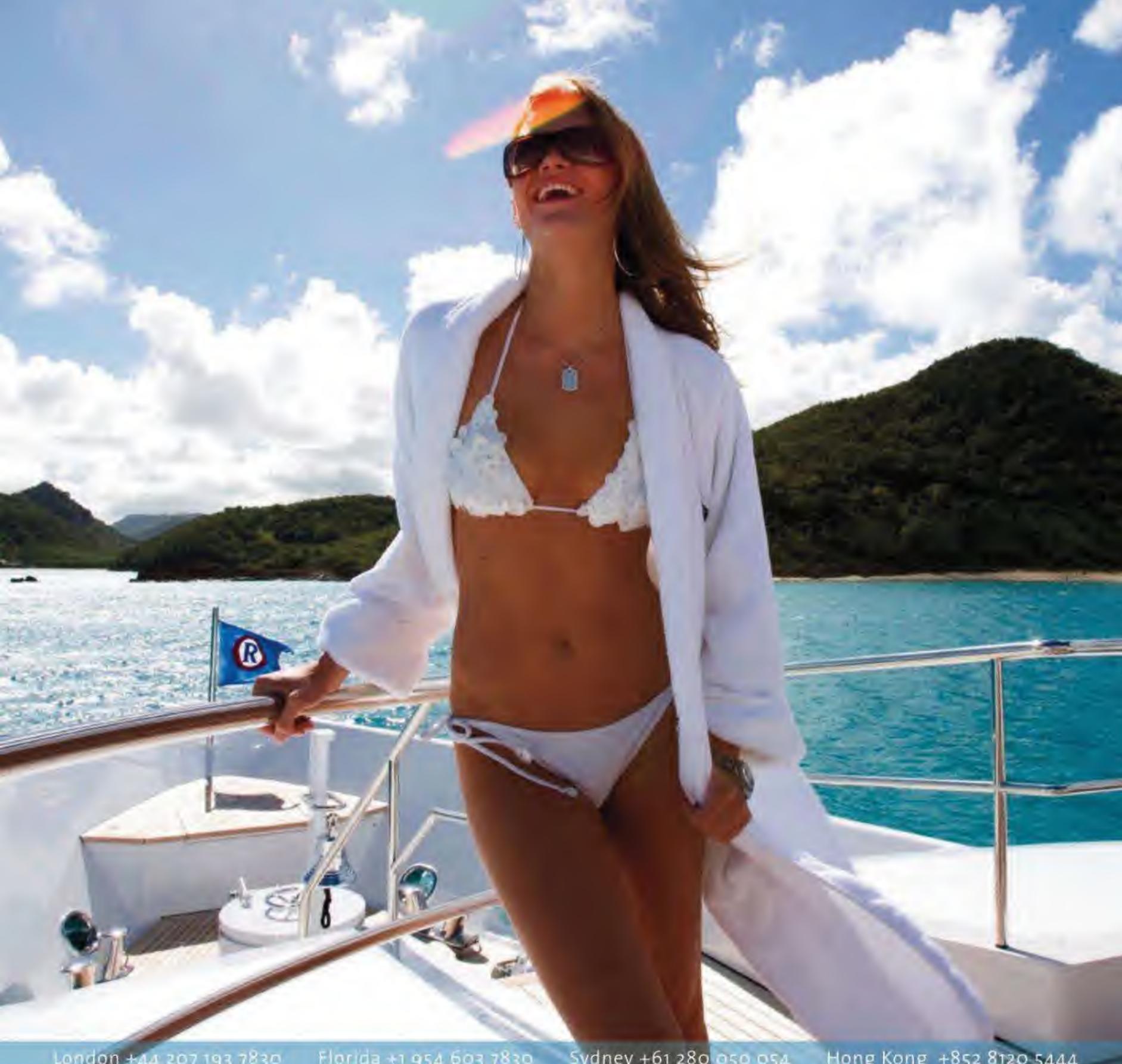
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CODECASA 49.90mt - DAKOTA (ex MONEIKOS)

An excellent example of top quality Italian shipbuilding, DAKOTA is a beautiful 50 meter motor yacht with a steel hull and aluminum superstructure. Built in 2000 by the famous Italian shipyard Codecasa, DAKOTA has luxury, style and timeless elegance: the perfect combination for a yacht of this size and range offered for sale at a very attractive price.

Full-beam owner's suite on main deck - 5 guest cabins - Spacious and comfortable sun deck - Excellent condition -Competitive price - VAT paid / Asking price € 11,400,000



CASTAGNOLA 33mt - MARGHERITA

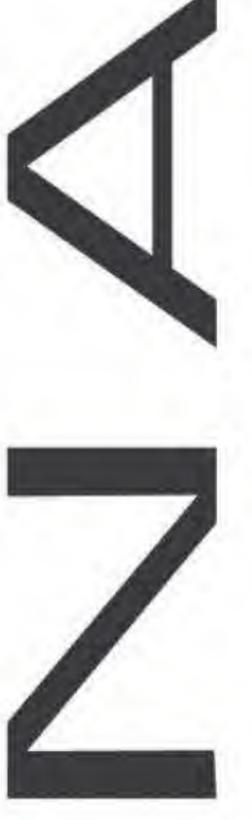
Built in 2009 by Cantieri Navali Tigullio she is the real opportunity to purchase a brand new yacht at a very attractive price. Steel hull and aluminium superstructure, this charming displacement motor yacht accommodates 10 guests in one owner, 2 very spacious VIPs and 2 guest cabins. Only 130 engine hours, underway and zero-speed stabilizers, R.I.NA Charter Class are only some of the key features which make MARGHERITA one of the best value-for-money yachts on the market.

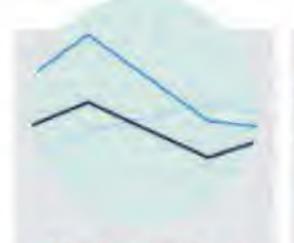
2009 - Cantieri Navali Tigullio - 108'/33mt - Accommodation for 10 in 5 cabins plus crew - 2 X MAN 1100 Hp / Asking price € 5,800,000











Market analysis
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Market Analysis

Brokerage: 2011 in review

A selection of the world's top superyacht brokers offer their views on 2011 – the trends, the changes and what lessons have been learned

In 2011, clients tentatively reacquainted themselves with the superyacht industry. A dearth of customers in the preceding three years had withered prices, left shipyards empty and flooded the marketplace with the yachts of nervous owners. The landscape that buyers have stepped back into has changed – and it offers them a much better footing.

Whether or not it was a healthy market (in 2011) depends on where you're sitting,' says Jonathan Beckett, chief executive of Burgess. 'If you're a buyer I'd say it was a good market; if you're a broker it was a good market. If you were a seller, it was a tough market. In some cases a very tough one.'

We spoke to leading brokers about the year's trends, to establish what happened in 2011 and what it means.

Price updates

We reported 650 price updates in 2011, compared to 441 in 2010 and 231 in 2009. Last year's reductions ranged from 1 per cent to a massive 80 per cent in one case, the average being 13 per cent. Fifty yachts had reductions of 25 per cent or more. Prices

were slashed in all size brackets and many owners have found the situation difficult to accept.

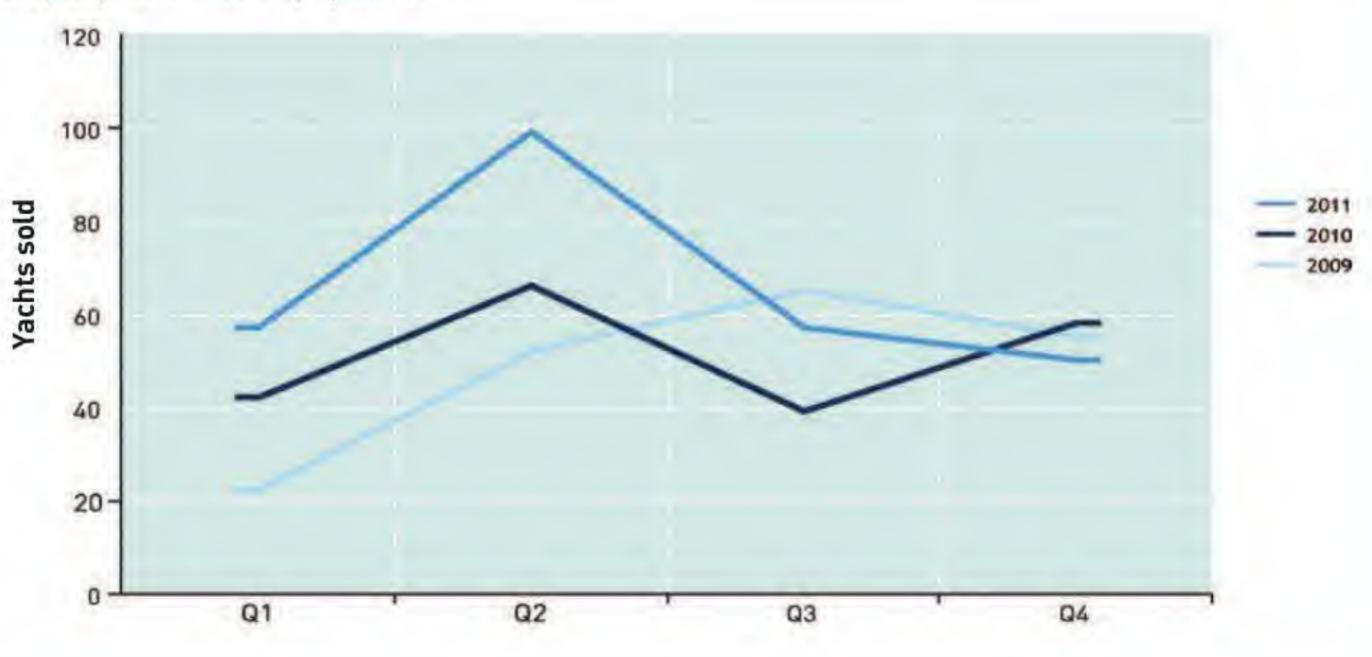
The hesitation is understandable. For an owner who bought their yacht in the inflated market that preceded the financial crisis, pricing it for the current one is an unattractive prospect.

'If you bought your boat at the right price originally, as opposed to an inflated price, you should be able to get that money back or at least within 10 per cent,' says Beckett. 'The problem is between 2003 and 2008 people thought you'd build a new top quality yacht for, say, €30 million and in three years' time you'd sell it for €38 million. The reality is it's now worth €28 million.'

The good news for the market in general – although scant comfort for sellers – is brokers seems to agree that in general values have fallen back to earth, rather than through the floor.

'Prices dropped 30-40 per cent in 2009 and two years later the prices are still at the same level,' says Hein Velema, CEO of Fraser Yachts. 'People see a constant stream of price reductions – but that doesn't mean the prices are going down. What

Superyacht sales by quarter





ATES

you see is a huge amount of boats for sale at prices that are far too high and it takes time for owners to accept a price level 30-40 per cent below what it was. Prices are low but stable.

Yacht sizes

We reported eight yachts of more than 70 metres sold in 2011, seven in 2010 and six in 2009. Nicholas Edmiston, founder of Edmiston & Company, which focuses on the top end of the market, found that even here prices diminished in 2011, perhaps due to a dearth of desirable stock, rather than the factors that have affected lower echelons of the market.

'There was a lack of very good quality, very big yachts for sale last year,' he says. 'In the healthy market of 2008 there were big transactions where people were benefitting from premium

People in that market haven't had bonuses for the last four years. Hedge funds seem to be doing well, but can they be seen to be spending €5 million whilst employment is so tough?

prices. Even among the top, top yachts there was an absence of premium prices in 2011.'

Beckett, whose company also specialises in big superyachts, had a similar experience in 2011, and believes it encouraged new builds. 'There have been a number of new construction projects at €100 million or more, and more than that – several hundred million – in the last three years.'

In the 60-70 metre range Boat International statistics show seven were sold in 2011, nine in 2010 and one in 2009. But in this bracket Beckett believes buyers are less likely to turn to yards.

It's going to cost you €60-70 million to build a new 60 or 65 metre at a pedigree North European shipyard, says Beckett. You can buy a three-, four-, five-year-old one for between €35 and 40 million, in good condition. It's very hard to justify paying nearly twice as much to build a new one, which you're not going to get for three or four years anyway.'

Existing yachts in the 30-40 metre bracket have been leaving the market faster than those in any category. A hundred were sold in 2011, roughly 40 per cent of the sales tally for the year.

And why did these boats sell so well? Kevin Merrigan, president of US brokerage house Northrop & Johnson, believes boats around the 36 metre mark have taken a big price hit because there's such a glut of them on the market from sellers who are no longer comfortable with owning an asset of that value.

'The owner whose net worth is \$20 million and owns a \$3 million boat doesn't want that boat – he wants a \$1 million boat,' says Merrigan. 'Unfortunately the boat he paid \$3 million for is now worth \$1.5 million or \$2 million.'

As Claude Niek, managing director of CSO Yachts, noted in last issue's Market Analysis, price drops mean those who enter the market intending to buy a 24 metre yacht, 'are almost ready with the same amount of money to buy a 31-32 metre. The market has translated from the 25-30 metre to the 30-40 metre'.

Where does that leave the 24-30 metre market? In terms of sheer sales numbers, it appears in a good state. In 2011, 80 were sold, in 2010, 66, and in 2009, 57. But there are a huge number of these boats for sale and consequently in terms of

prices, 'The 24 to 30 metre bracket has been the worst hit,' says Nick Dean, managing partner at Ocean Independence.

Yacht types

Every broker we spoke to mentioned the glut of fast boats on the market in 2011, meaning that, as Edmiston puts it, 'The ones that sold have probably sold at half their asking prices.'

'The Mangusta range – there are hundreds of them,' says Nick Dean. 'Very few banks are prepared to lend on this stuff anymore, whereas four or five years ago they were lending without checking the value or whether the boats even existed.

And the people who were in that market are the ones who haven't had bonuses for the last four years. Hedge funds seem to be doing quite well now, but can they be seen to be spending €3, €4 or €5 million whilst employment is so tough?' he asks.

The absence of buyers combined with the number who bought prior to the GFC and now want to sell, created a turgid market.

There are problems in fast boats,' says Velema. 'A huge number of new fast boats were sold, often to newcomers to the market. And a lot wanted a new boat – they didn't buy a second-hand Mercedes so they didn't want a second-hand boat.

'Now that part of demand has dropped, so there's an oversupply for sale. People think more about spending the right money, but are also more into comfort, long-term stability.'

Velema noticed that 2011 buyers were more interested in explorer yachts, which fit more with the current mood that eschews ostentatious wealth.

For some people it is because they want to go off the beaten path and explore,' he says. 'But it's also very much an image thing – why do people buy a 4x4 car? Most don't buy it because they want to go off-road.'

Seasonality

There is a seasonality to yacht sales, but 2011's figures showed a May high far above the previous two years, and a December dip lower than the previous two years. Brokers felt the trends were in large part seasonal, but influenced by the mood of 2011.

'It's a logical thing to buy a yacht in spring, to have it ready for summer. That's always been the case,' says Velema. 'The problem was you may not have been able to find a yacht to buy at that moment. Due to the amount of yachts for sale in 2011, people could choose the time that they bought them.'

Nick Dean's experience shows that similarly, people are choosing not to take on yachts early and pay for winter upkeep.

'With Christmas breaks we don't expect clients to come back until later in January. But in January 2011 there was a deathly hush, and that seemed to be across the market. This year we have had good retail inquiries, people wondering if they'll do something this summer, but they're more comfortable. They know they can get a good deal when they want,' he says.

New orders

Tracking new orders is notoriously difficult, but we recorded 108 for yachts of 24 metres and above in 2011, in comparison with 112 in 2010. The number on the market in general is likely to have kept orders modest, and with small profit margins, yards can reduce prices much less readily than sellers of existing yachts.

'The shipyards that have been successful are the ones that have already made an effort in cost reductions,' says Velema. 'Ones that build more in series, like Amels and Heesen, for

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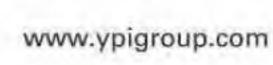
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example, but also Benetti. They were earlier able to drop their prices because they had better cost control.'

Smaller yards also appear to have been pushed out of the market during the economic gloom, leaving established yards, viewed as stable or reliable. In the US, Kevin Merrigan watched with sadness as the order books of historic yards lay empty. But in European yards such as Feadship, Amels, Lurssen and Royal Huisman appear relatively healthy. Edmiston believes they benefitted from the purging of smaller yards.

'If someone wants to buy something that's just been delivered and there's nothing else on the market, they'll be back to getting premium prices,' he says.

Emerging markets

The industry has been watching India, China and Brazil with expectancy in 2011.

'China's been a bit disappointing,' says Neil Cheston, director of sales and charter at Y.CO. 'We've all persuaded ourselves that yachting is about to explode in China, but people are questioning China's officially released figures of economic growth. Their economy is growing rapidly but stories about so many billionaires having been created overnight in Beijing? It sounds a bit far-fetched, but even if it were true it would be a long time before they get into Western style yachting on any large scale.'

India, Velema found, is 'much more developed already in terms of larger yachts especially', but there is a long way to go.

Most recently, Brazil's surging economy has got brokers' pulses racing, although current regulations are stifling trade.

'There's a huge import duty on foreign-built yachts,' says
Cheston. 'So there is a growing industry for Brazilian-built and
-assembled boats, which is why the likes of Ferretti and Azimut
are already assembling yachts over there.'

Because of this duty, and since facilities for building and keeping large superyachts in Brazil are limited, some Brazilians

buy and keep their yachts in France or Italy. But Cheston believes the appetite for large superyachts within Brazil is still developing, whether through prohibitive tax or inclination.

If you go to Rio Yacht Club, or any of the other yacht clubs in Brazil, most of the yachts tied up are modest in size by European standards. There are billionaires in Rio, but their yachts tend to be much smaller, ie, 12-24m, as opposed to the 70-100m we see over here. It's partly because of import but also there is a cultural reluctance to display conspicuous wealth. Ostentation is not so cool in Brazil, he says.

The economic outlook

The ailing euro has some brokers worried, but Hein Velema is relaxed about the issue.

'The euro is still historically very high, so for us it would help if the euro goes down.

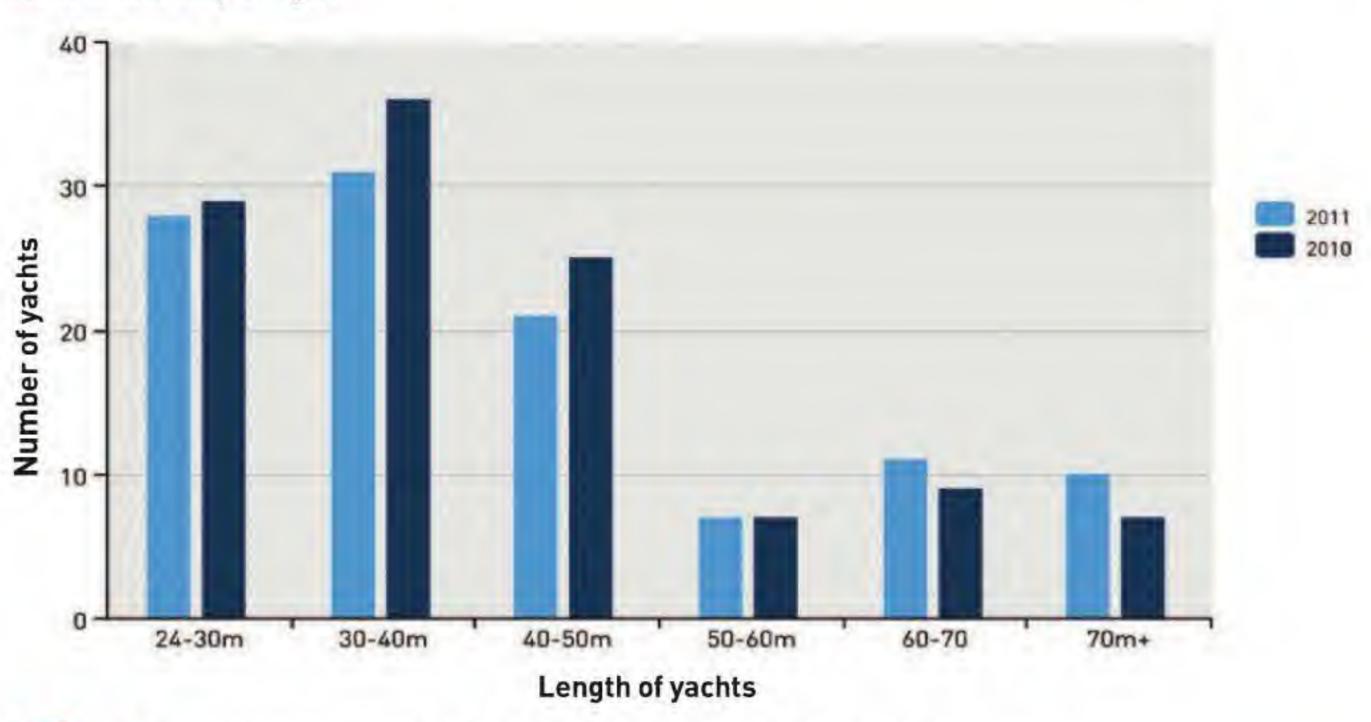
'What's strange is when the euro is high for a long time you would expect European buyers to be more interested in buying in the States, because the boats were more attractively priced, but it never happened. The other way around it works better.

'In America, the boats for sale are very much for the American market. But it's also perhaps because there are so many boats for sale here, why would you go to the US? Actually, Russians would rather buy in the US than Europeans,' he says.

Whatever side of the Atlantic and the economic outlook, some people will always be able to buy a superyacht – while many of the problems the market faces today are due to the fact that others over-leveraged and over-reached to do so. In this vein, Nicholas Edmiston offers sage advice.

'If you're very rich, worth a few billion, frankly it doesn't really matter if someone in Greece is paying their tax – that doesn't have any direct effect on you. If you want to buy a yacht, if you can afford it, you're best to get on and do it. If you can't afford it you shouldn't even think about it,' he says.

New orders by length



WEB: www.boatinternational.com/news



NEW TO THE MARKET

December in numbers

Total new yachts on market

23

Length of biggest new yacht (Malibu)

metres

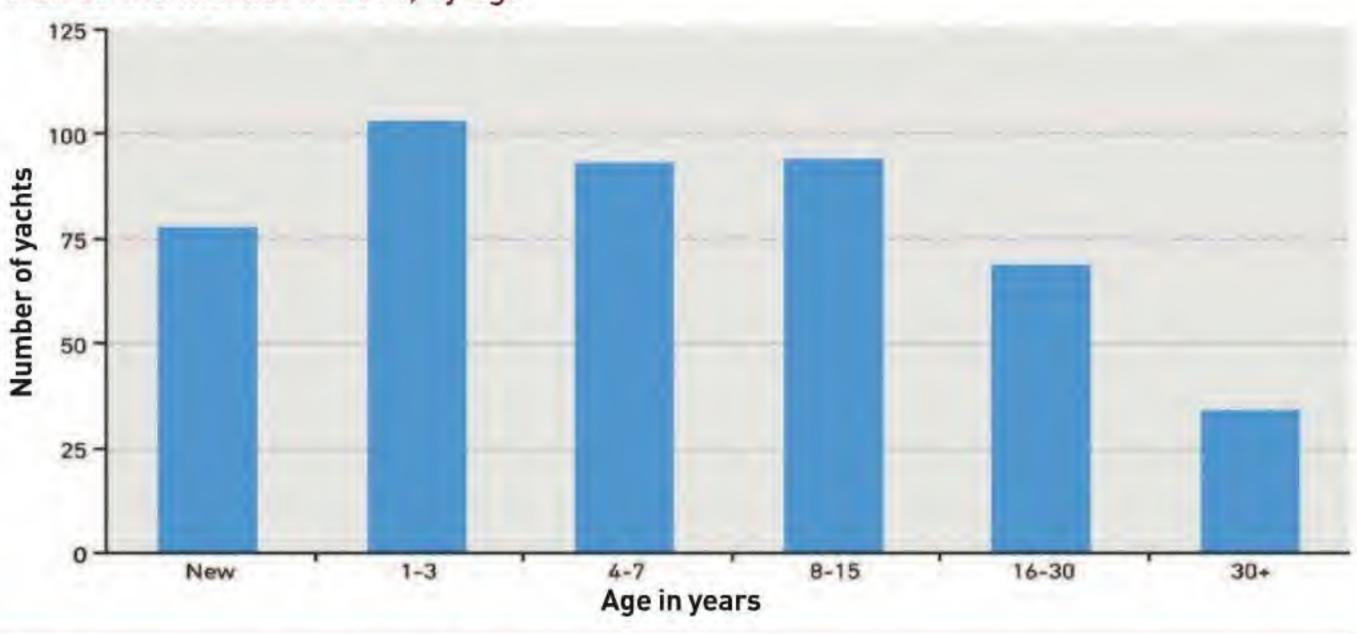
name	asking price	yard	type	loa (m)	broker	
40-50m			- 35			
Malibu	€21.5m	Amels	М	50	Edmiston & Company	
Inevitable	\$27.5m	Feadship	M	49.8	Burgess	
Heritage	€17.5m	Perini Navi	5	45.3	Fraser Yachts	
Drumbeg 30-40m	€10,95m	Vitters	S	42.9	McMaster Yachts	
Diamond For Ever	€8m	Royal Huisman	S	36.4	Dahm International	
Geronimo	€2.95m	Multiplast	5	34	Bernard Gallay	
Miniskirt	\$6.95m	Windship	5	32	Edmiston & Company	
Maluhea	€4.2m	Custom Line	M	30.98	Ocean Independence	
Natalita III	\$1.995m	Azimut	M	30.5	Yachtzoo	
Little Sarah	\$4.846m	DeBirs	M	30.48	Peter Kehoe & Assocs	
24-30m						
Miss Lisa	\$11.75m	Citadel	M	28	Luke Brown & Assocs	
Sea Diamond	\$6.2m	Abeking & Rasmussen	5	27.4	Ardell	
Menura M	€1m	Azimut	M	26.25	Fraser Yachts	

For the complete listings go to www.boatinternational.com/stats

New to the market in 2011, by age

Asking price of most expensive new yacht

(Malibu) €21.5 million



SPOTLIGHT: new to the market



Burgess has been appointed Inevitable worldwide sales central agents for Feadship's 49.8m motor yacht Inevitable. Built by the De Vries yard in 1990, she's now for sale for the first time since her extensive 18-month-long rebuild at De Vries in 2008/9 and is asking \$27.5 million.



Built by Windship Yachts to a Ron Holland Design in 1991. Miniskirl was completely rebuilt in 2010, including a new superstructure and new equipment throughout. Listed for sale by Camper & Nicholsons International at \$6.95 million.



to RINA class in 2008 and has been lightly used. An Egg & Dart interior sleeps 10 guests in a full beam master, two doubles and a convertible twin. Peter Kehoe & Associates is offering her at \$4,846 million.



Built by Multiplast in 2001, Geranimo is one of only three Maxi trimaran sailing yachts in the world and is incredibly fast. Bernard Gallay Yacht Brokerage has her listed at €2.95 million.



Sold in 2008, the 50m motor yacht Malibu is now back on the market as a central listing with Chris Cecil-Wright at Edmiston & Company. Built by Amels in 2001 and refitted in 2006, she is asking €21.5 million.

EB: for the latest updates go to www.boatinternational.com/stats





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December in numbers

Total yachts sold

17

Total length 628.85 metres

name	asking price	yard	type	loa (m)	buyer's broker	seller's broker
50m+			- 47-		-92 -01010	
Konkordia	€27,5m	Alloy Yachts	SY	51.7	Fraser Yachts	Fraser Yachts
JeMaSa	\$39.5m	Hakvoort	MY	50	Yachtzoo	Merle Wood & Associate
40-50m						
Beluga	€3.45m	Ishikawajima	MY	45.65	Edmiston & Company	Edmiston & Company
Ohana	€15.5m	Perini Navi	SY	43.45	Vripack	Fraser Yachts
Brazil	\$5.45m	Heesen	MY	40	International	International
					Yacht Collection	Yacht Collection
30-40m						
Desamis B	€5.5m	Benetti	MY	39	Moncada Hispania	Fraser Yachts
Golden Rule	\$4.9m	Feadship	MY	37.8	Northrop & Johnson	Denison Yacht Sales
Junie II	€7.8m	ISA	MY	36.45	bluewater	Monaco Yacht
Sirea	€3m	Horizon	MY	35	Yacht Mgmt Group	Yacht Mgmt Group
Adriana III	\$6.199m	Horizon	MY	33.53	Ardell	Dwight Tracy & Friends
Navetta 33	€5,5m	Custom Line	MY	32.6	CNI	CNI

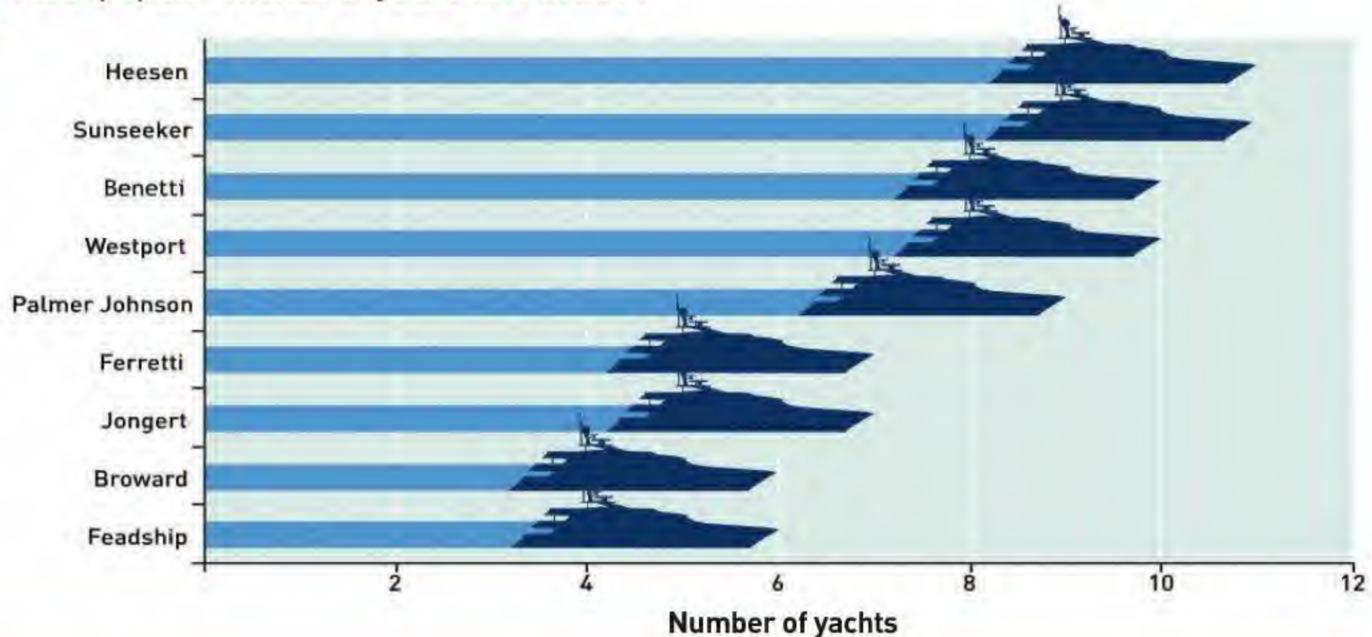
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Most popular makes of yacht sold in 2011

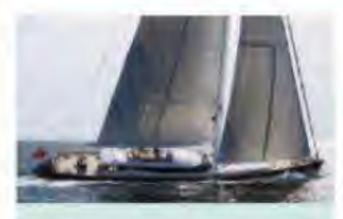
Total asking price €159 million

Biggest sale (Amels YN464)

metres



SPOTLIGHT: sales over 24m



The largest sale last month and Konkordia the biggest sailing yacht sold for some time was the 51.7m Konkordia, built by Alloy Yachts in 2006, 5he was asking €27.5 million and was sold in an in-house deal by Fraser Yachts. Now renamed Prana, she has

joined the Fraser charter fleet.



Merle Wood & Associates acted for the vendor and Yachtzoo represented the buyer in the sale of Hakyoort's notable 50m motor yacht JeMaSa. Delivered by the Dutch yard in 2006, she was asking \$39.5 million.



Built by Penni Navi in 2004 and asking €15.5 million, the 43,45m sailing yacht *Ohana* was sold by Vripack representing the buyer and Fraser Yachts acting for the seller.



David Nichols at International Yacht Collection acted for both buyer and seller in the sale of the 40m motor yacht Brazil, asking \$5.45 million. Built by Heesen in 1993, she was refitted in 2008 and comfortably accommodates 10 guests in a contemporary interior.



Jeremy Comport at Camper & Nicholsons closed on the sale of his central listing, the 32.6m motor yacht Navetta 33. Built to RINA class by Ferretti in 2008 she's the second hull in their Custom Line Navetta 33 range and was asking €5.5 million.

154 EB: for the latest updates go to www.boatinternational.com/stats













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December in numbers

Total number of yachts

53

Total reduction

€46 million

name	loa (m)	reduction	new price	yard	type	broker
50m+			100	3 1	4.5	
Blohm & Voss 104	104	€500,000	€3.45m	Blohm & Voss	MY	Vripack
Icon	62,5	€3m	€49.5m	Icon	MY	Merle Wood & Assocs/CNI
Excellence III	57.3	\$4m	\$45.95m /	Abeking & Rasmussen	MY	Burgess
Obsession	55	\$450,000	\$19.5m	Oceanfast	MY	CSO Yachts
40-50m						
Blind Date	49.07	\$1.1m	\$27.9m	Trinity	MY	Merle Wood & Assocs
Jana	46.33	\$4.045m	\$9.95m	Feadship	MY	Yachtzoo
Mari-Cha III	44.5	\$3.55m	\$12.95m	Sensation Yachts	SY	International Yacht Collection
Kingfisher	43.3	\$1m	\$10.5m	Feadship	MY	Burgess/N&U
Anatomic	42	€2m	€14.5m	Tiranean Yachts	MY	Ocean Independence
Atlantica	41.5	\$1m	\$11.9m	Christensen	MY	RJC Yachts
30-40m						
El Jefe	35.1	\$500,000	\$3.4m	Derecktor	MY	International Yacht Collection
Blind Date Too	35	€400,000	€6m	Benetti	MY	International Yacht Collection
Lady Lily	34	\$300,000	\$8.995m	Westport	MY	RJC Yachts

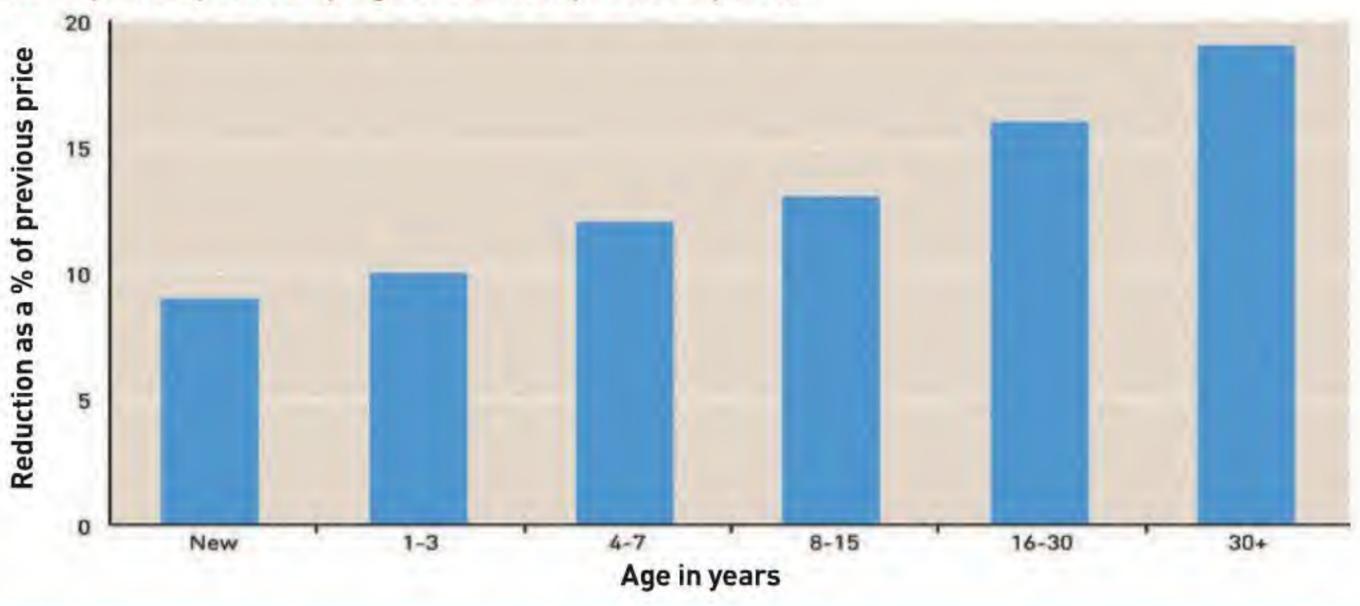
For the complete listings go to www.boatinternational.com/stats

2011 price updates by age (as a % of previous price)

Biggest price cut (ICOM)

€3 million

Biggest % drop (Summerwind) 37%



SPOTLIGHT: price updates



Mari-Cha III

REDUCED BY \$3.55m NOW \$12.95m

The 44.5m Mari-Cha III was built by Sensation Yachts in 1997 to be light and solid without compromising safety and in 1998 broke the transatlantic crossing record. She is for sale with International Yacht Collection.



REDUCED BY \$4.045m NOW \$9.95m

Built by Feadship in 1986 and last refitted in 2009, the 46.33m Jana has been Lloyd's classed since new and, MCA compliant, has an excellent charter record. Yachtzoo is listing her for sale.



REDUCED BY €3m NOW €49.5m

The 62.5m motor yacht Icon was the first launch from the Dutch Icon yard in 2009. She is Lloyd's classed and MCA compliant and is for sale through Camper & Nicholsons International and Merle Wood & Associates



Kingfisher REDUCED BY \$1m NOW \$10.5m

Built by Feadship in 1987, the 43.3m Kingfisher has been maintained to high standards by experienced owners, with refits in 1995/6, 2000 and 2008. She is jointly listed for sale by Burgess and Northrop & Johnson.



Excellence III

REDUCED BY \$4m NOW \$45.95m

Built by Abeking & Rasmussen and delivered in 2001, the 57.3m motor yacht Excellence III accommodates 12 quests in six spacious suites and is for sale at Burgess and Merle Wood & Associates.

EB: for the latest updates go to www.boatinternational.com/stats

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If your broker isn't listing your yacht for sale on boatinternational.com, you're missing out.



850,

FOCUS ON PERINI YACHTS Perini Navi's designs can still cause debate, but they are famous for their ability to explore far-flung places in comfortable luxury

'It is because I sailed that I decided to create a boat that would fit my ideal specification,' says Fabio Perini about designing his first yachts more than a quarter of a century ago. To Perini, the oceans are one of the last real luxuries. 'On land we flock to the most beautiful and popular places we can reach, which means they are always crowded. At sea, well, there's a new dimension to things. The better the location the fewer people there are.' There has always been debate about Perini's captive winches, flying bridges and wide cockpits, but at their core the yachts are comfortable, safe and easy globetrotters. The Perini Navi yachts here encapsulate those qualities, along with their innovative design, cutting-edge technology and elegance - and all need new owners to take to the ends of the earth.

Clan VI 40M | 1983/2008

Perini Navi's first yacht, Clan VI, launched as Felicità, was the first fully automated large cruising yacht, and has circumnavigated the world. Built in steel with an aluminium superstructure, this motor sailer ketch was designed by Perini Navi and Dick Carter and has been refitted twice - in 2004 and 2008. Broker: Ocean Independence

E13,950,000



Andromeda la Dea 47M | 1990/2006

Andromeda la Dea was the first Perini to circumnavigate the globe, and has been to the Arctic and Antarctic. She has been refitted three times, most recently in 2006, has the technology and equipment to back up her cruising capability, and an uncompromisingly luxurious interior. Broker: Northrop & Johnson

€25,000,000



Felicitá west 64M | 2003/2009

When built in 2003, Felicitá west was the largest Perini Navi afloat, and is now only topped by Maltese Falcon. Her hull, designed by Ron Holland, is aluminium to produce a lighter boat with a better displacement-to-sail-area ratio, and Perini Navi joined forces with Nuvolari Lenard for her interior. Broker: Northrop & Johnson



Selene 56M | 2007

Selene may share the qualities and attributes of her 56 metre sisters, but she has her own character and elegant innovations. Her richly detailed art deco interior - by Perini Navi's own designer Bernardo Chichi - won Best Sailing Yacht Interior at the 2008 World Superyacht Awards. Broker: Camper & Nicholsons

SPOTLIGHT: seriously for sale



Nami

€2,150,000

Namiris a 26m beauty that can cruise at 36 knots, topping 46 knots at full throttle. The Azimut had an extensive refit in spring 2011, which saw her spruced up from bow to stern. Broker Vesa Kaukonen at K&K Superyachts says she is 'in perfect condition'



\$27,900,000

Anjilis is a collaboration between builder Trinity and designer Glade Johnson, who gave her a rich, contemporary interior. She is now asking nearly \$10 million less than when she was first put on the market. The broker is

International Yacht Collection.



Far Niente is compact but pretty, and her four cabins accommodate eight to 10 guesis. The Caterpillar engines give a 2,800nm range at 11 knots. Jeff Partin at Fraser Yachts highly recommends an inspection of this yacht in Hyeres, France.



€2,200,000

Italian flair with Fipa's construction and engineering expertise makes the Maiora 27 a popular model, and this one has a contemporary interior with a bamboo finish and underwater lights. The broker is William Molloy of Yachting Partners International

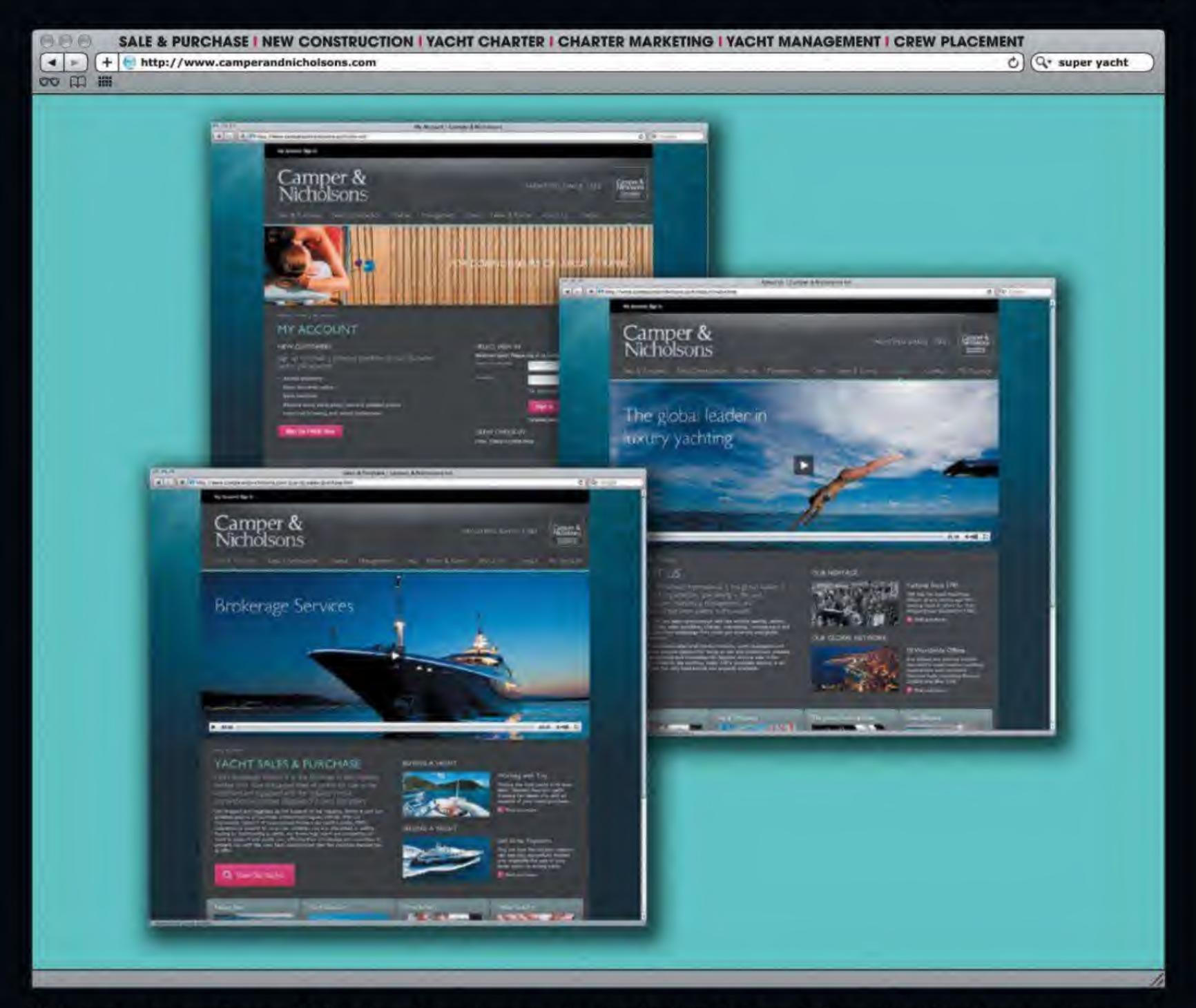


£1,550,000

Mangusta Although she bears the name Mangusta this has nothing to do with the marque; it is a Predator 82, with the biggest Arneson drives/engine option propelling her to 46 knots. She accommodates eight. Harry Bristow-Holmes of Sunseeker is the broken

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Welcome to the new Camper & Nicholsons International website, packed with features designed to satisfy all your yachting needs at the click of a button. The new site has a unique range of user-friendly features, enabling searches to be saved, yachts to be compared and favourite finds to be catalogued, www.camperandnicholsons.com also hosts other helpful options, including the ability to share yachts with friends, registration to receive regular and up-to-date information, access to an extensive list of insider tips on charter destinations, and much more.

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GAIA 30.7m/100', Spirit Yochis; 2007, Asking price; €3,500,000

**IJN/ LANGMEAD ☎ +44 (0)20 7009 1950 ➡ tlangmead@eamperandnicholsons.com

AXVIS PLOCH ☎ +34,971 40 33-41 ➡ aploch@eamperandnicholsons.com

ALAS LIBRES 30m/9814, Therek wrev, 1984/2007, Asking price: €1,750.000

JONATHAN SYRETT ☎ +34 971 40 33 11 เ≥1 jsyrett@camperandnicholsons.com

LIBERTY II 26.5m/86'1, SNB, 1990/2001, Asking price: €1,500,000
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ₺ tlangmead@camperandnicholsons.com

NEW CENTRAL AGENCY BLUE PEARL 21.3m/704 Swort, 2003, Asking price: €2,375,000 TIM LANGMEAD ☎ +44 (0)20 7009 1950 ☎ tlangmead@camperandnicholsons.com

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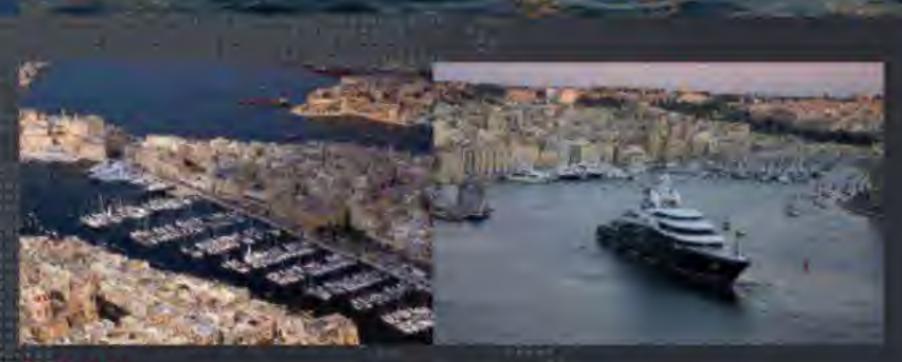
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CHARLES EHRARDT

a +33 (0)4 92 912 915

cehrardt@camperandnichclsons.com



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This highly-acclaimed, pedigree yacht is in turn key condition and is ready for immediate cruising.

Length overall 57.3m (188ft) • Built by Abeking & Rasmussen, Germany in 2001 • Design by Abeking & Rasmussen/Donald Starkey • Accommodation for up to 14 guests

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Numptia

Conceived and built to exacting specifications for an experienced owner, NUMPTIA is an impressive home on the water arranged over five magnificent decks, including a dedicated spa deck. NUMPTIA's inspired design creates a truly unique environment of timeless contemporary elegance.

Length overall 70m (229.7ft) • Built by Rossi Navi, Italy in 2011 • Design by Axis Group Yacht Design/ Design Studio Spadolini/Salvagni Architetti • Accommodation for 12 guests

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AZIMUT CUSTOM 116, 2011

View at the Miami Yacht & Brokerage Show!



AZIMUT CUSTOM 116, 2011 Asking: POA 11 Guests Lying: Florida, USA This is an exceptional example of an Azimut 116' built to RINA specifications; then completely customized and upgraded to the highest standards. Full warranties along with her improvements make this custom Azimut 116' one of the finest in the world!

Central Agents for Sale





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OceanStyle will be at the The Miami Yacht & Brokerage Show 16th – 20th February we look forward to seeing you there!

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Asking: U\$\$ 1,980.000 Charter from: U\$\$ 25,000/week 6 Guests Lying: Florida, USA

for Sale and Charter



Asking: Euro 9,950,000 Charter from: Euro 84,000/week 9 Guests Lying: South of France

Central Agents for Sale and Charter



AFRICAN QUEEN, Benetti Classic 120, 2009 Charter from: Euro 105,000/week 11 Guests Lying: West Mediterranean

Central Agents for Charter



LA DEA, Azimut 116, 2004 Charter from: Euro 72,000/week 11 Guests Lying: South of France

Central Agents for Charter



BENITA BLUE, Evolution 110, 2005 (commissioned 2007) Central Agents Asking: £3,950,000 Charter from: Euro 65,000/week for Sale and 10 Guests Lying: West Mediterranean Charter



SOLONA, San Lorenzo 100, 2002 Charter from: Euro 45,000/week 9 Guests Lying: Monaco

Central Agents for Charter

Founded by Burgess in 2005, OceanStyle is the world's leading expert in top of the range 20 - 45m semi - custom and performance luxury yachts







New Listing

CRISTAL, Baia Atlantica 78, 2006
Asking: Euro 1,600,000
8 Guests Lying: West Mediterranean Central Agents for Sale

ASPIRE OF LONDON, Predator 72, 2007 Asking: Euro 1,100,000 8 Guests Lying: West Mediterranean

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QUIVIRA | 35m (116') | Benetti | 1979/2008 | 3,995,000 USD

Exudes old world charm, elegant mahogany interior, a rare find on today's market.

James Nason | San Diego + 1 619 225 0588 | james nason@fraseryachts.com



PICOSA LADY | 22m (75') | Fleming | 2001 | POA

Meticulously maintained and continuously upgraded in all areas, including: AV, Electronics, interior decor, galley, exterior soft goods, tender and much more. Judy O'Brien | Ft. Lauderdale +1 954 463 0600 | judy obrien@fraseryachts.com



BLACK PEARL | 18m (58') | Donzi | 2006 | POA

A unique opportunity for the serious angler! A 58' express sportfish with new paint and in pristine condition.

Scott French | Ft. Lauderdale + 1 954 463 0600 | scott french@fraseryachts.com



CRYSTAL | 34m (111') | Deep Sea Marine | 1987/2006 | 2,100,000 USD

BANK OWNED. Excellent long range yachthisher. Corten steel hull. 10 cabins for guest and crew. Big beam and large volume 3412 Cats, 3 generators.

Neal Esterly | San Diego + 1 619 225 0588 | neal esterly@fraseryachts.com



ANN G | 35m (116') | Azimut | 2008 | 6,700,000 EUR

A fine example of the popular Azimut 116 series, ANN G is in great condition, having had an ongoing maintenance program and full crew.

Oscar Romono | Viareggio +39 334 688 4998 | oscar.romano@fraservachts.com



GOLDEN BOY II | 35m (115') | Sovereign | 1998/2007 | 4,995,000 USD

Five stateroom layout, on deck master, well maintained yacht, recent exterior paint & upgrades.

Michael Selter | San Diego +1 619 225 0588 | michael selter@fraseryachts.com



HERITAGE | 45m (148') | Perrini Navi | 2006 | 17,500,000 EUR

5 cabin 45.3m 2006 feature a tasteful interior. Main features: large saloon, outdoor saloon with 3 seating areas, aft side stern door/beach club. Immaculately maintained by 1 owner. Dennis Frederiksen | Monace +377 93 100 450 | dennis.frederiksen@fraseryachts.com



COSMOS | 70m (229') | Custom-New Build | 2014 | POA

Striking global expedition ship from designers Claydon-Reeves. Massive owner cabin, dedicated hanger for Augusta 109 or similar. Build new or AHTS conversion. 7500nm range. Jeff Partin | Ft. Lauderdale + 1 954 463 0600 | jeff.partin@fraseryachts.com

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FRASER YACHTS



ANDIAMO | 42m (139') | Feadship | 2003

A true explorer vessel (both in design and build). Andiamo features an ice strengthened hull and all the equipment expected for long distance cruising, including extensive storage and rugged but comfortable tenders, sea kayaks and

sailing dinghy's. In contrast to her "tough" exterior this vessel has a tasteful and refined interior of the highest quality by Glade Johnson.

Dennis Frederiksen | Monaco + 377 93 100 450 | dennis frederiksen@fraseryachts.com





SEAWOLF 58m (193') | Smedvik Mek | 1957/2009 | POA

SEAWOLF is the perfect mix of exploration yacht with luxurious accommodations and impeccable service. Tons of toys including 28' Herreshoff sailboat, 17' x 9" pool and much more! She is in immaculate condition, in class and ready to continue cruising anywhere in the world. Presently located in the Pacific and heading towards the Caribbean for easy inspection. This represents a great opportunity for the adventurous buyer to acquire the ultimate go anywhere, anytime explorer yacht. Long range, fuel efficiency and comfort. Judy O'Brien | Ft. Lauderdale +1 954 646 4970 | judy.obnen@fraseryachts.com





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LORETTA ANNE IV 40m (131') | Alloy Yachts | 2009

Highest quality and timeless elegance from the team of Alloy, Dubois and Starkey, combining a proven hull design with state of the art equipment and at-rest stabilization. Full beam on-deck master with his/her baths and office, 3 guest suites, a gym and tender garage. Huge sundeck with judicate and a shaded dining area. An exceptional vessel in all respects and now offered to make room for a new delivery. Mint condition, Lloyds and MCA classed, turn key and seriously for sale. Transoceanic range. Judy O'Brien | Fr. Lauderdale +1 954 646 4970 | judy obrien@fraseryachts.com









VULCAN 46 46m (151') | Vicem Yachts | 2012 | 27,000,000 USD

Semi displacement advanced composite last Motor Yacht, Cruising at 22+ knots, powered by (2) 3650 HP each MTU engines. 4000 NM Range at 12 knots. Gross Tonnage 460, Built to RINA Class and compliant Cayman Island MCA LY2. Naval Architecture from Mulder Design BV and Interior Design by Art-Line Interior BV. Owner's stateroom on the main deck and (10) Guest on the lower deck, full beam VIP cabin, two twin cabins and two double cabins. Modern styling with large open spaces and wide windows. Central Agent. Antoine Larricq | Monaco +33 678 63 61 72 | antoine larricq@haseryachts.com





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TOUCH | 36m (120') | Louisbourg | 2004 | 6,900,000 USD

Four staterooms, all with king berths. Huge bridge deck master with private deck. VERY successful charter boat, meticulously maintained. Just completed \$1,500,000 refit.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh gulbranson@fraseryachts.com



SEVEN J's | 33m (110') | Lazzara | 2005 | 5,900,000 USD

Five stateroom layout provides guest accommodations for 12. Satin finished cherry wood joinery throughout interior. Outfitted for serious fishing and diving in luxury. Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh gulbranson@fraseryachts.com



TRILOGY | 31m (103') | Broward | 1988/2010 | 1,585,000 USD

Well refitted vessel with many custom upgrades. Fantastic interior, recent paint and engines rebuilt. Popular on the charter market. See in Fort Lauderdale.

Josh Gulbranson | Fort Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com



DOLCE VITA | 22m (72') | Uniesse | 2007 | 1,950,000 USD

Speciacular performance with upgraded 1550 HP engines. 4 Guest cabins plus Crew quarters for 2. Extremely clean yacht. Best price on the market.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | Josh.gulbranson@fraseryachts.com



DOUBLE SHOT | 36m (118') | Tecnomar | 2011 | 8,200,000 EUR

Amazing contemporary interior featuring five guest cahins. Top speed of 31 knots. Amazing outdoor spaces on both fore and aft deck make her the ultimate sport cruiser. Very low hours. Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



ONCE AROUND | 29m (95') | Sunseeker | 2003

Recent Price reduction. Best priced Predator on the market. Very well maintained by original owner. Excellent condition throughout. Twin engine and conventional drives.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh gulbranson@fraseryachts.com



HAPPY FISH | 23m (77') | Hatteras | 2008 | 3,950,000 USD

Five staterooms, stablized and fitted with many factory options including full tower and tender with davit on bow. Immaculate condition. Very motivated to sellers.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



NAMEDROPPER | 23m (75') | Riva | 2011 | 5,650,000 USD

Sleek and fast as expected with the Riva name. Sophisticated contemporary interior. Very low hours with full warranty. Better than new.

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These four yachts represent a small sample of those we have available for sale and which are also available for charter, giving you the perfect opportunity to try before you buy. Please contact us for a wider selection that meets your exact requirements.



DEEP BLUE II | 43m (143') | Oceanco | 1996/2008 | 15,900,000 USD

Quality construction with Dutch Pedigree. Completely refitted in 2007/08. Interior design by Paolo Rossi. Showhoats Inti award for the best semi displacement yacht over 40m.

Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose aranajr@fraseryachts.com



PRINTEMPS | 34m (112') | Heesen | 1987/2009 | 1,950,000 EUR
Printemps is based in Monaco and is an ideal family yacht to cruise on the
French Riviera. New crew and references available.
Amoine Larricq | Monaco +377 93 100 450 | antoine.larricq@fraseryachts.com



KAI | 36m (120') | Benetti | 2008 | 13,400,000 USD

Highly spec'd and customized with modern interior and exteriors, zero speed stabilizers,

Crestron/Sonus AV package, Lutron lighting and more. Excellent charter record. ABS/MCA.

Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranaji@fraseryachts.com



CHINA | 33m (110') | Kingship Marine | 2006 | 6,950,000 EUR
Proven explorer yacht with Zero speed stabilizers. Lloyd's, MCA and Commercially Registered. Inspection recommended.
Richard Earp | Monaco + 377 93 100 450 | richard.earp@fraseryachts.com

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KEEP COOL | 33m (108') | San Lorenzo | 2009 | 8,000,000 EUR

Delivered with full options from this master Italian shipyard renowned for their glamour and uncompromising quality.

David Legrand | Monaco +377 93 100 450 | david legrand@fraseryachts.com



SUNDARA | 35m (115') | Karadeniz | 1994/2011 | POA

Fabulous configuration for personal entertaining or charter including a flybridge, large deck salon, Jacuzzi, all the toys and large swim platform. Outstanding value in today's market. Giulio Riggio | Palma +34 971 700 445 | giulio riggio@fraseryachts.com



LIVIA | 30m (98') | Moonen | 2009 | 8,250,000 EUR

Immaculately maintained, with low hours and only private use, she is as good as new.

Julian Calder | London + 44 207 016 4480 | julian calder@fraseryachts.com

Nabil El Jammal | London + 44 207 016 4480 | Nabil El Jammal@fraseryachts.com



JADE 95 | 29m (95') | Jade Yachts | 2010 | 7,995,000 USD

Style and luxury abound in this modern large volume expedition yacht. Caterpillar engines, four luxurious staterooms. Bureau Veritas Classed Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com



ALIA 82 | 25m (82') | Alia Yachts | 2012 | 5,950,000 USD

Advanced composite construction ensures excellent performance without compromise on luxury.

James Munn | Monaco + 377 93 100 450 | james.munn@fraseryachts.com

Julian Calder | London + 44 791 865 0089 | julian.calder@fraseryachts.com



INDIGO STAR | 38m (124') | S.M. Italian Yachts | 1995/2009 | 3,950,000 EUR

Tenders and toys in garage aft. Well maintained, keen seller, price recently reduced by 950,000 EUR.

Jürgen Koch | Palma +34 971 700 445 | jurgen koch@fraseryachts.com



CRESCENT 144 | 44m (144') | Crescent Custom Yachts | 2012 | 18,900,000 USD

A unique opportunity to acquire a high quality and innovative build that is approximately 70% complete at a substantial discount to replacement value. Neal Esterly | San Diego +1 619 225 0588 | neal esterly@fraseryachts.com



ROSSINAVI 45 M | 45m (147') | Rossinavi | 2013 | 24,000,000 EUR

This yacht gives the possibility to live in close contact with the sea. The stern cockpit is very near the water, and over 70 square meters.

Ciro Pettruci | Viareggio +39 335 18 22 971 | ciro petrucci@fraseryachts.com





PROTEKSAN-TURQUOISE 75M | 75m (246') | Proteksan | 2013

Beautiful Andrew Winch design, well under construction for fast delivery: Various options are still available for styling and layout including private owner's deck, 6 staterooms on deck and massive spa area. Helicopter landing, big garages and exceptional volume.

Stuart Larsen | Pt. Lauderdale + 1 954 463 0600 | stuart larsen@fraseryachts.com



SEA BOWLD | 53m (174') | Oceanfast | 2004 | 13,950,000 USD

26 knots with a 3400nm range at 12 knots. Owner's stateroom on bridge deck; four guest suites and superb outside deck spaces. Yachting's equivalent to AMG. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart larsen@fraseryachts.com



TURQUOISE | 55m (181') | Proteksan | 2011 | 35,500,000 USD

New full displacement yacht delivered only 8 months ago. Six staterooms with two on deck. Tenders in garages, zero speed stabilizers, Lloyds class, MCA and LV2. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart larsen@fraseryachts.com



ULYSSES | 60m (196') | Exploration Yacht | 2006

Solidly built and finished to the highest standards, ULYSSES is the ultimate Exploration Yacht. She has massive volume from her 11m (36') beam over 5 decks. Eight staterooms. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart larsen@fraseryachts.com



ST MARTEEN | 34m (113') | Codecasa | 1992/2007 | 2,200,000 EUR

35m motor yacht with an excellent layout. Steel hull, four double cabins and Lloyds class. The range is 3600 miles with economical engines, classic wood and cherry interiors. Antoine Althaus | Monaco +377 93 100 450 | antoine althaus@fraseryachts.com

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CAMELEON B | 42m (139') | Proteksan | 2002 | 11,000,000 EUR

Six guest cabins including Owner's stateroom on deck, 20 knots cruise, long range. Stuart Larsen | Ft Lauderdale + 1 954 463 0600 | stuart larsen@fraseryachts.com Vassilis Fetilas | Menaco + 377 93 100 450 | vassilis fotilas@fraseryachts.com



PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | 17,900,000 USD

Designed with elegance and comfort, Princess Sarah is in pristine condition. Features 6 Staterooms with on deck master.

Scott French | Fort Lauderdale + 1 954 463 0600 | scott french@fraseryachts.com



TUSCAN SUN | 44m (147') | Izar | 2006 | 22,500,000 USD

Stunning, stylish, great volume, comfortable, designed by Reymond Langton and Luis de Basto. MCA compliant. Perfect yacht for world cruiser or successful charter. Jan Jaap Minnema | Monaco +377 93 100 450 | janjaap.minnema@fraservachts.com



NORTHERN MARINE 151 | 46m (151') | Northern Marine | 2014 | 23,995,000 USD

Five or six stateroom layout, elevator, huge volume with 31' beam and full beam sky lounge. Cruising speed 18 knots max 20 knots and 3500 nautical mile range@12 knots.



LAUREL | 73m (240') | Delta Marine | 2006

Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yach, of her size on the market. Please call for viewing appointment. Fr. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com





CARPE DIEM 191" (58M) Trinity 2011. 6 Staterooms

C.A. Frank Grzeszczak 954,494,7096 or C.A. Kevin Bonnie +33.616,39.1959



LADY LINDA 187' (57M) Trinity 2012. 6 Staterooms
C.A. Frank Grzeszczak 954,494,7096 or C.A. John F. Dane 228,223,7144



STREAMLINE 161' (49M) Mondo Marine 2009. 5 Staterooms C.A. Kevin Bonnie +33.616.39.1959



CARPE DIEM II 150' (46M) Trinity 2002/2011. 5 Staterooms C.A. Frank Grzeszczak 954.494.7096



LIONSHARE 130 (40M) Heesen 1987/2009, 5 Staterooms C.A. Mark Elliott 305.794.1167



CEDAR ISLAND 110' (34M) Broward 1994, 4 Staterooms C.A. Mark Elliott 305,794,1167



TRIX-SEA 103' (31M) Broward 2000. 4 Staterooms C.A. Ron Morgenstein 954.309.9740



SUNDAY MONEY 100' (31M) Hatteras 2001. 5 Staterooms C.A. Chany Sabates III 954.604.2253



NATICA 92' (28M) Hatteras 1999. 4 Staterooms C.A. Roy Sea 954.980.7438



BLACK PEARL III 86' (26M) Azimut 2005. 4 Staterooms C.A. David Nichols 954.682.6853





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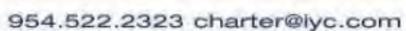






















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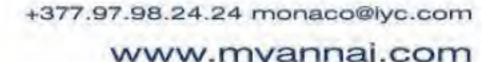








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Classic Jongert ketch with plenty of living space and comfort. Large and cozy deckhouse with a fantastic 360° view and protected outside cockpit seating area. Beautifully crafted mahogany interior with luxurious guests and owner cabins, as well as a large crew area. Maintained in first-class condition.



LA MAÏA

980.000 € VAT PAID / LOA 32,50M / BUILT 1956 REFIT 2011 6 GUESTS – 2 CREW

Owned first by Baron de Rothschild and by Givenchy, her only third owner is now wishing to sell this very well maintained gaff schooner that radiates an extraordinary charm. Major Refit completed last year.



Fort Lauderdale San Diego Palma Newport Boston Hong Kong Singapore



Brokerage

Charter

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FELICITA WEST 210' (64m) :: Perini Navi :: 2003/2011 :: 625,000,000

Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



CHAPERONE 298' (91m) :: Overing Design :: Newbuild :: \$59,000,000

John Weller ... Fort Lauderdale ... +1 561 379 5431 ... john.weller@northropandjohnson.com



DESTINATION FOX HARB'R TOO 161' (49m) = Trinity = 2008 = \$24,900,000

Ann Avery = Fort Lauderdale = +1 954 522 3344 = ann.avery@northropandjohnson.com



TRILIMPHANT LADY 155' (47m) :: Sterling :: 1985/2009 :: \$12,900,000

John Weller :: Fort Lauderdale :: +1 561 379 5431 john.weller@northropandjohnson.com



MR. TERRIBLE 154' (47m) :: Delta :: 2007 = \$31,500,000

Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com

Fort Lauderdale San Diego Palma Newport Boston Hong Kong Singapore

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JL SEABULL 145' (44m) = Benetti :: 2002/2011 = €12,495,000

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KINGFISHER 142' (43m) :: Feadship :: 1987/2008 :: \$10,500,000

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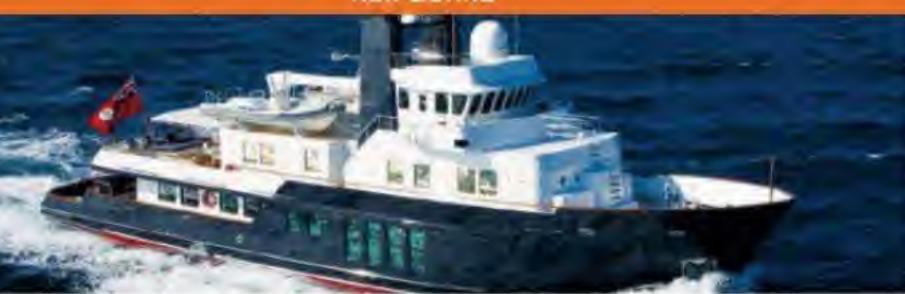


SEAGULL OF CAYMAN 131' (40m) :: Feadship :: 1980/2006 :: \$7,500,000

Bruce Leffers :: Newport :: +1 401 965 3258 :: bruce.leffers@northropandjohnson.com

SOVEREIGN 130' (40m) :: Westport = 2008 = \$13,450,000 Wes Sanford Fort Lauderdale +1 954 522 3344 wes.sanford@northropandjohnson.com

NEW LISTING



PRIVATE LIVES 120' (37m) :: RMK Marine :: 2003 :: \$9,875,00

Chuck MacMahon :: Fort Lauderdale :: +1 954 522 3344 chuck.macmahon@northropandjohnson.com

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Gregg Child : Fort Lauderdale : + 1 954 522 3344 : gregg.child@northropandjohnson.com



KEEWAVDIN 110' (34m) :: Palmer Johnson :: 1995/1996 :: €4,300,219

Hank Halsted :: Newport :: +1 401 965 3256 :: hank.halsted@northropandjohnson.com



RIPPLE 100' (30m) : Brooke Yachts / Ron Holland design : 1990/2008 : POA Simon J. Turner :: Palma :: +34 971 707900 :: simon.j.turner@northropandjohnson.com

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ALDONZA 104' (32m) :: de Vries Lentsch / Astilleros de Mallorca :: €5,000,000 incl. VAT Joost Goverts :: Palma :: +34 971 707900 :: joost.goverts@northropandjohnson.com



AQUARIUS W 100' (31m) :: Ge-Ta Tasarim A.S. :: 1991/1992 :: €1,950,000

Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



NUBERU NAU 93' (29m) :: CNB France :: 2001/2010 = €2,500,000

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DESIRADE 92' (28m) :: Sangermani :: 1998 :: €1,750,000

Hank Halsted :: Newport :: +1 401 965 3256 :: hank.halsted@northropandjohnson.com



AUDACIOUS 95' (29m) :: Inace :: 2003 :: \$3,395,000

Bruce Leffers :: Newport :: +1 401 965 3258 :: bruce.leffers@northropandjohnson.com



2 8 90' (28m) □ Bandido by Jade Yachts □ 2009 □ €5,500,000 incl. VAT Joost Goverts □ Palma □ +34 971 707900 □ joost.goverts@northropandjohnson.com



AISLING 84' (26m) :: Kuipers Doggersbank :: 2000/2008 :: \$4,390,000
Bruce Leffers :: Newport :: +1 401 965 3258 :: bruce.leffers@northropandjohnson.com

Fort Lauderdale San Diego Palma Newport Boston Hong Kong Singapore



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BETSYE 82' (25m) :: Horizon :: 1999/2000 :: \$1,950,000

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CAPO GIRO 82' (24m) :: Nautor Swan :: 2003 :: €3,517,111

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MORNING (LOUD) 78' (24m) :: Jongert :: 1987 :: \$925,000

Jonathan Chapman ... Newport ... +1 401 474 4793 ... jonathan.chapman@northropandjohnson.com



MOONRAKER 78' (24m) :: Kelly Archer / Van de Stadt design :: 2000/2006 :: \$1,650,000 Simon J. Turner :: Palma :: +34 971 707900 :: simon.j.turner@northropandjohnson.com



AGLAIA 77' (23m) # HYS Yard / R Humphreys Design # 2002/2010 # €1,250,000 Joost Goverts # Palma # +34 971 707900 # joost.goverts@northropandjohnson.com



EARLY PURPLE 65' (20m) :: Swan / Frers :: 2002/2010 :: €1,175,000 incl. VAT Simon J. Turner :: Palma :: +34 971 707900 :: simon.j.turner@northropandjohnson.com



5AVVY 64' (19m) :: Truly Classic / Hoek design :: 1995/2009

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SETE MARES 60' (18m) :: Yapluka :: 2002 :: \$1,295,000

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80" Power Catamaran "SONG SAIGON"

2008. An exceptional ocean passage aluminium motor catamaran. Designed by Joubert Nivelt, she has a 3 300 NM range and accommodates up to 9 guests plus 2 crew in 5 cabins.

The space on her main and upper decks is just huge.



Morgan 70 "MATHIGO"

2007. Kevlar composite built from a Tom Fexas design, she is a true gentleman's yacht with a special classic touch inspired from the lobster boats in Maine. She is fast and seaworthy, extremely comfortable and luxurious. She is like new having been used only one summer and stored indoors since.







Swan 60/65 "EARLY PURPLE"

2002. Designed by German Frers and built by Nautor Swan. Since 2006 Early Purple has been in the same private ownership, with the same skipper to this day. She has been maintained to meticulously high standards, and looks immaculate. She is totally MCA compliant. Carbon fibre rig with Park Avenue style boom.

60" "OURSON RAPIDE"

2009. Fantastic fast sloop designed by Finot Conq. All composite built by Multiplast with a futuristic design inspired by the 60ft Open boats, she boasts a very nice interior with 3 guest cabins & crew. She is extremely well equipped with some of the features that are usually found on racing machines, for example a carbon pivoting wing mast. Not only is she incredibly fast, she is also suited for shorthanded long distance crossings.

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2006. Ted Fontaine design built by
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magnificent centre board sloop is a true
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comfort have been a priority. Beauty,
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In true Fontaine style, she provides the
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rig and fold-down stern ease the interface
between wind and water.

The flow of the yacht with three entrance/ exits, an on-deck saloon and a raised interior saloon, plus 4 staterooms aft for owner and guests offer the maximum living potential for a yacht that can be handled by only four crew.



84" Fitzroy Yachts "NEPTUNE"

2004. Aluminium built from a Judel/Vrolijk design. The spacious accommodation includes a three-guest cabin layout aft, all with private en suite heads. The two forward crew cabins also have separate heads. The generous main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.



100" Aluminium Sloop "SUSANNE AF STOCKHOLM"

1990. Gilles Vaton designed. Totally reconditioned in 2008 into a modern, comfortable, seaworthy and performing centerboard sailing yacht with a brand new stylish interior. She has a terrific potential for private cruising and / or for charter.



90" Fast Sloop "QUINTA SANTA MARIA"

2002. A very nice, fast cruising sloop. She has been specially designed for her current owner who is an experienced yachtsman and who has exclusively used her for family cruising and a few Mediterranean cruising racing events. She has been kept in great condition by the same captain since launched.









\$ 11.900.000 ex vat

Offers and part exange considered

Builder: WESTPORT

Build / Refit : 2003 / 2010-2011

LOA: 39,01 / 130"

Beam : 7,77 Draft : 2,00

Hull material: Fiberglass

Engines: 2 x 2735 HP - MTU/DDC 12 / 4000

Yacht equiped for use 220/110 volts

Maximum speed 28 Knt

Cruising speed 24 Knt

Cruising Range (with 10% reserve)

12 Knt 3450 NM

15 Knt 2150 NM

18 Knt 1450 NM

Cabins Guest: 5 - Cabin Crew: 4

Tender & Toys

2 x Jetski Bombardier Sea Doo GTX 4-TEC

1 x Novurania semi-rigid/Tender, 17 530 – 2003

1 x 115 HP Yamaha 4 stroke Outboard Motor

1 x Mini Propeller Sea/Doo's

HOT TUB 2 x 11 KW heater refited

LOCATION: South of France

Rental mooring available

www.wesport-yeratel.com



JANA 46.30m (151.11 ft) Feadship | 1986 | Maldives | USD 9,950,000



STELLA 34.53m (113.3ft)
Sunseeker Predator | 2011 | Genoa, Italy | GBP 9,950,000



BLUE SCORPION 53m (173.11 ft)
Baglietto | 2006 | Viareggio | EUR 23,500,000 VAT Paid



ARIETE PRIMO 44.10m (144.8 ft)
Richard Dunston | 1967 / 2006 | Genoa, Italy | EUR 19,000,000



SOPHIE BLUE 41m (134.6 ft)
CBI Navi | 1998 | Nice, France | EUR 6,900,000



MUSTANG SALLY 39.60m (130 ft)
Westport | 2009 | Ft. Lauderdale, FL | USD 18,450,000



BELLA BRI 46m (151 ft)
Northern Marine | 2008 | Ft. Lauderdale, FL | USD 21,500,000



DEEP BLUE II 43.80m (143.7 ft) Oceanco | 1996 / 2008 | Bahamas | USD 15,900,000



NAMASTE 40m (130 ft)
Westport | 2011 Model | Ft. Lauderdale, FL | USD 18,495,000



AWESOME 39.60m (130 ft)
Mangusta | 2005 | Monaco | EUR 12,800,000



NORTHCOAST | 25 38.30m (125.6 ft) Northcoast Yachts | 2011 | Ft. Lauderdale, FL | USD 15,499,000



MOONRAKER 36.60m (130 ft)
Norship | 1992 / 2008 | Ft. Lauderdale, FL | EUR 7,900,000



FOREVER MY AGATA 33m (108 ft)
Mangusta | 2002 | West Med | EUR 7,500,000



ANTIBES 32m (105 ft)
Ustaoglu / Dubois | 2010 | Kusadasi, Turkey | EUR 4,450,000



CAROBELLE 30.50m (100 ft)

Azimut Jumbo | 2000 | Ft. Lauderdale, FL | USD 2,950,000



NATALITA III 30.50m (100 ft)
Azimut Jumbo | 1996 | Cayman Islands | USD 1,995,000



ZAKOUSKA 26.50m (86.9 ft)
Warren Yachts | 2006 | West Palm Beach, FL | USD 4,495,000



EL NASSOL 23.96m (78.6ft) Arno | 2005 | Bahrain | EUR 2,000,000



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LEOPARD 46

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LEOPARD 32

2005 - 4 cabins - 3 x 2.000 MTU Kamewa Jet 700 h approx - Immediate delivery. Asking price Euro 2.370.000,00.



MANGUSTA 105'

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- 2004: 2 x 2.285 MTU very good condition



ADMIRAL 31 2002 - 2 x 2,350 MTU 4 cabins - Perfect condition.

Asking price Euro 3.400.000,00 (negotiable)

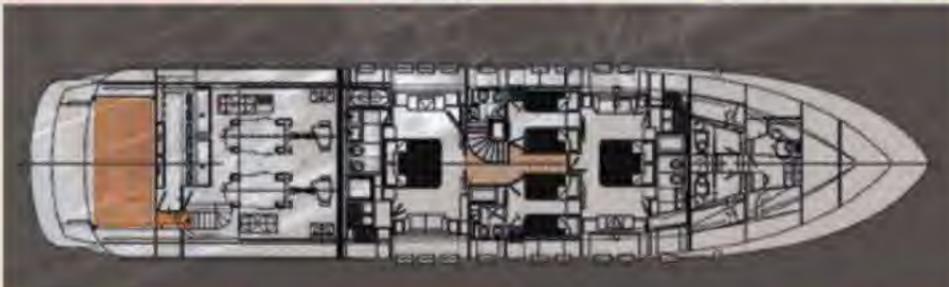


FALCON 90' 2008 - 4 cabins - 2 x 2.000 MTU Stabilizing system Zero Speed - Very good condition. Euro 2.000.000,00 VAT EX

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2009 - 4/5 cabins - 4/5 crew - 28 knots STABILIZING SYSTEM ZERO SPEED Lying in North Tyrrhenian Sea Cruising Area: Mediterranean Sea







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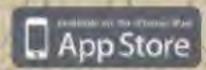
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Baglietto, 2011 42.75m (140.26ft)

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Six large cabins Low consumption

RINA class & Commercial status

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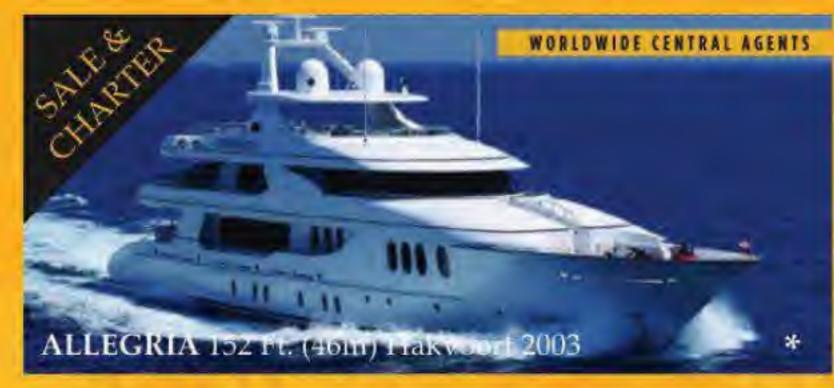








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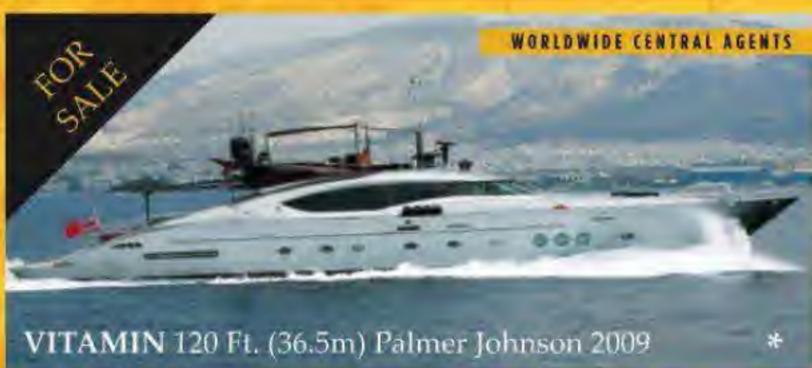


















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2007

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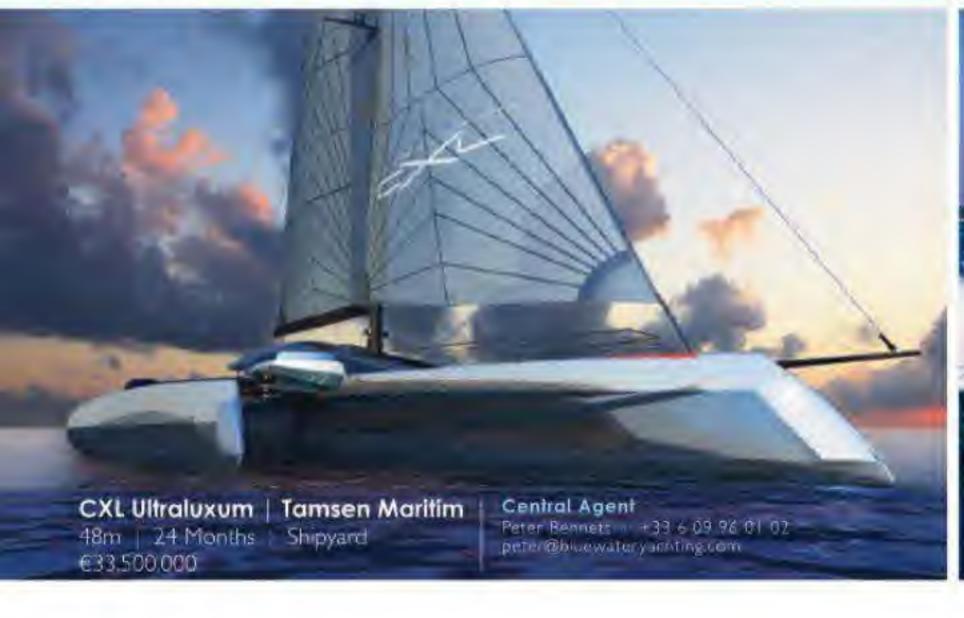
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24 m - ARNO - 2002 8 guests in 3 cabins - 2 crew - 2x MTU 1500hp

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23,00 m - AICON - 2008 6 guests in 3 cabins - 2 crew - 2x CAT 1550hp

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Dalla Pietà Yachts - 2007 11 guests in 4 cabins + crew Weekly charter fee from € 30.000



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15m GO WILD

Cigarette Racing Team LLc - 2006 10 seats - 1 Custom Cabin Asking Price: € 815.000 € 750.000



30m FOIE GRAS

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18 Guests in 9 cabins incl. Owner's quarters,
all with ensuite marble bathrooms
15 crew in 8 cabins
3 tenders
The yacht is in excellent condition with huge

Price: US\$ 9,500,000 VAT Paid

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Engines: 2 x MTU 4000 Series 12V M70 Lying: South of France £7,750,000 Ex VAT Central Agent



2010 SUNSEEKER PREDATOR 130

Engines: 2 x 3460HP MTU 12V 4000 M93I Lying: South of France £10,950,000 Ex VAT Joint Central Agent



2010 SUNSEEKER PREDATOR 74

Engines: 2 x MAN 1360HP V12 Lying: South of France £1,495,000 Ex VAT Central Agent



2003 43M ALFAMARINE TRI-DECK YACHT

Engines: 2 x MTU 12V 4000 M90 2775HP Lying: Mallorca USD 9,500,000 Ex VAT Joint Central Agent



2010 SUNSEEKER 88 YACHT

Engines: 2 x 1947HP MTU 12V 2000 M94 Lying: United Kingdom

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Steel, built in 1993 by Hakvoort Shipyards, dim.: 21.20 x 5.80 x 1.90 m, alu. superstructure, wheelhouse, saloon, two + one crew cabin, 7 berths, twin MAN D2866LE 440 hp engines. With a gloriously luxurious interior by Pieter Beeldsnijder Design.

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VALK CONTINENTAL 1800

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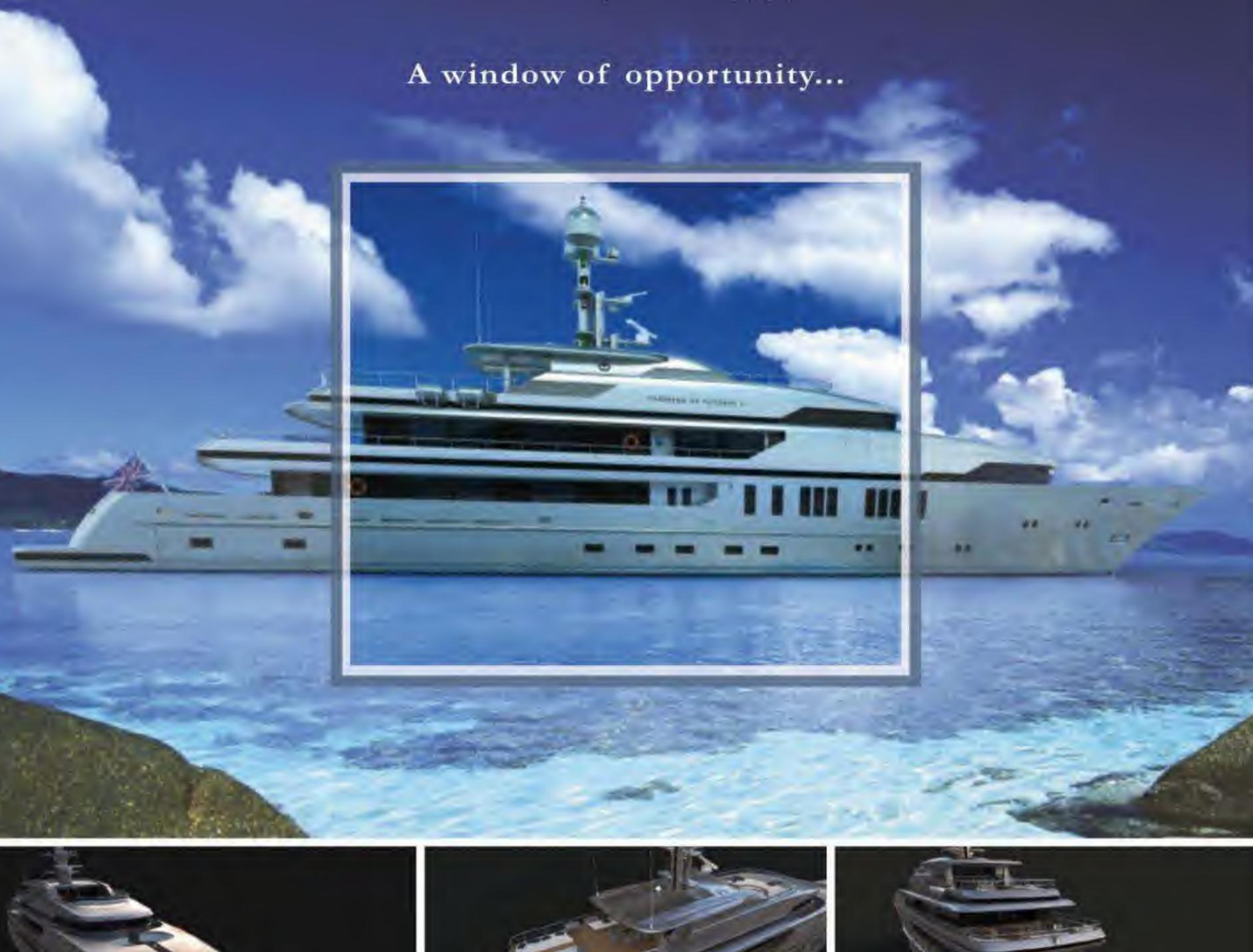


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RUSALKA 118'0" (36.0 m) 1994/2004 CHRISTENSEN



CINQUE STAR 116' (35,4 m) 2010/2011 AZIMUT



MOON RIVER 101'0" (30.8 m) 1997/2009 PALMER JOHNSON



SURYA 85'0" (25.9 m) 2004/2005 PACIFIC MARINER



MONTAGE 80'0" (24.4 m) 2009 OCEAN ALEXANDER



BROKERAGE



184' / 56m ZENJI (2004)

Owned by one of the world's greatest yachtsmen, ZENJI is without doubt the best of her category. Six staterooms for owners and guests, six cabins for crew, tremendous fly-bridge, superb access to and from the sea via a side-shell door, enormous and comfortable sheltered aft cockpit, lovely main and dining salons....etc. etc. She boasts carbon foils, PBO diagonal rigging, Doyle Stratis sails, State of the Art nav/com and A/V systems, re-built main engines and generators. ZENJI is truly a special opportunity at an extremely fair price. NOT FOR SALE TO USA RESIDENTS WHILE IN USA WATERS



148' / 45m HERITAGE (2006)

The sleekest of the 45m Perini sloops, she is classic in every respect with a lovely Perini interior. A versatile 4 or 5 cabin layout, superb access to the sea via a side shell door and huge lazzarette, powerful sail-plan provides excellent performance, keel/centerboard allows for shallow draft and good up-wind performance. Delivered in 2006, she has just completed her 5 year ABS Survey, VAT paid, serious seller. Joint Central Agent Bruce Brakenhoff, Jr.



























itama



Lengers Yachts BV is official distributor for the Ferretti Group for Germany, the Netherlands and Belgium. www.lengersyachts.de / www.lengersyachts.nl / Phone: +31 294 256 156





SWAN90S

ALIX launched in 2009, this spectacular full-carbon yacht is one of the most beautiful Swans ever built. Maintained in excellent conditions, she features contemporary style interior. Owner's quarters aft plus 3 guests cabins, each with ensuite heads. Forward crew area. Fully MCA certified, PBO rigging, tender garage, very inclusive electronic package. Alix incorporates ultimate performance together with world class comfort. Located in Italy

This is an unique opportunity to buy this beautiful yacht at a very attractive price for an immediate delivery Asking price :6 900 000€

France

Port de la Darse - 06230 Villefranche sur Mer Tel. +33(0)4 93 01 90 02 Fax. +33(0)4 93 01 98 84 Email. info@nautorvillefranche.com

Suisse

Rte de Thonon 152C CH 1222 Vesenaz GSM: +41 79 309 39 09



NEW ASKING PRICE 64 000 000 and additional bonus for selling broker AZIMUT 116 2005



Contact: Ksenia Demydova Mob.: +38067 746 76 40, www.topyachts.com.ua e-mail: k.demidova@topyachts.com.ua, office@topyachts.com.ua









NORSEMAN

INVITING EXPRESSIONS OF INTEREST \$5.850.000

Rarely do boats like Norseman, an Italian built Falcon 90 come onto the market. Norseman represents the pinnacle of European boating design, finish, performance and style. She is constructed for charter operations in European waters with RINA 100-A-1.1 "Y" European certification. She has only ever been used privately and features 3 large guest cabins with ensuites and boasts a large full beam master stateroom with en-suite and walk in robe.

The large cockpit offers full undercover dining, extending through large stainless bulkhead doors into a beautifully appointed saloon. Forward stairs lead up to the spacious outdoor living area with a fully appointed helm station, day bed, adjoining dinette, purpose built BBQ and refrigeration.

The MTU Series 91 engines, that have completed just 500 hours of their 2000 manufacturer warranty, give her exceptional performance in all conditions and is notably fuel efficient with a general cruising speed of 12 knots using just 140 litres per hour. She also boasts an impressive 28 knots at full throttle, whilst maintaining a consistently soft ride.

Having spent two seasons in the Mediterranean and two seasons in Australia, Norseman now resides at Southport Yacht Club on the Gold Coast with expressions of interest sought.

For further information visit www.falcon90.com.au, or call Hans Stolz from Yacht Services Pty Ltd on +61 458 338 282 or email mvnorseman@gmail.com

FALCON

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Oyster 62"

£1,395,000 + VAT Lymington

Dead flash blue yacht from 2008, that has managed the Penguin thing with aplomb, and which has also covered the ground in the Caribbean, USA and Chile to name a few stopping off points. Mission accomplished, she is now back in Blighty, resultant pitstop completed, your magic carpet awaits.



Oyster 43'LD

From £340,000 Lymington

Berthon offer a brace of these fab clockwork yachts that are of course ideal, for either lunch or dinner. With their jet drive and computerised control systems, they are both fast and furious - Toad would have had a ball! Both are available in gleaming good shape and at a fraction of their original build cost.

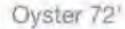


72' Garden TSDY

£399,000

East Mediterranean

Splendid little ship with masses of range and an absolutely enchanting interior. Totally fettled for adventures of the watery variety and completely reworked and re-gadgeted in this ownership - she glistens. Owner has lost his sea legs, she must be sold.



£1,900,000 + VAT Lymington

San Lorenzo 721

€1,100,000 South of France



Rob Humphreys and SYS in 2007, she comes with graphics to out-graphic them all! Hugely successful on the charter circuit, her crew have been fab - she gleams. Great layout downstairs with absolutely the right number of doubles, she's perfect to cross oceans aboard. A recent price tumble should have you reaching for your chequebook.







Good looking clockwork yacht brought to you from San Lorenzo and built in Viareggio - the motor yacht building capital of the world. Comes with a perfect layout giving 3 doubles and crew, she has been much spoodled by these owners, so gleams from truck to keel. Absolutely the right stuff to be seen aboard, she's the business for Mediterranean cruising.







AVAILABLE FOR CHARTER

This stunning 200' (61 metre) BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

Peter Thompson pt@ocyachts.com +44 7788 755334 Michael White mike@ocyachts.com +44 7785 360845

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SCOCEAN!



MONTIGNE

Launched in the middle of 2009 this stunning 57m motor sailor, built by Aegean Yacht, is a true worldwide cruising yacht of the highest calibre. Accommodates 14 guests in 6 cabins.

Price: 16,500,000 EUR. Central Agents for sale and charter.



ECLIPSE

This 32m Alloy from 1991 has had upgrades too numerous to mention in full, but includes new mast, boom, rigging, sails, major interior refurbishment, new electronics at both helms.

Price: 5,500,000 EUR. Central Agents.

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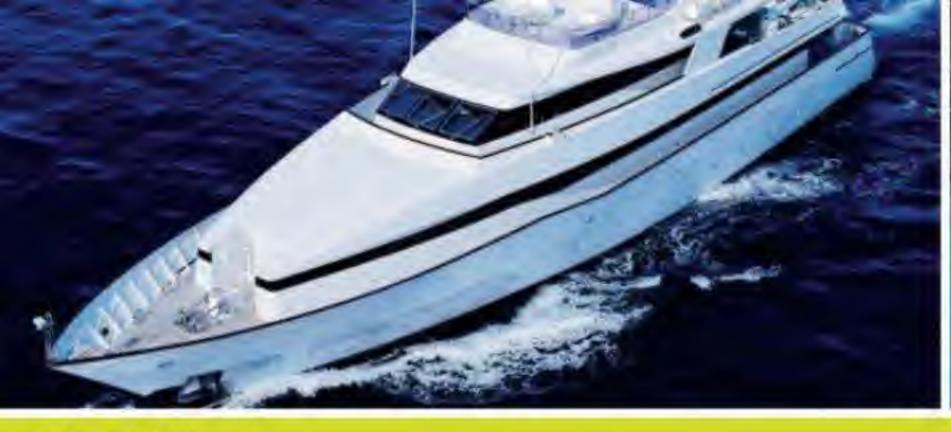
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TRINITY II

TRINITY II is a sleek and elegant 140' motor yacht, with great deck areas and a spacious, beamy interior. Owner wants her sold. Bring offers!

Price: 3,900,000 EUR. Joint Central Agents.

MOONMAIDEN II - PRICE REDUCTION

A traditional 39m full displacement classic motor yacht from 1974 with recent refits. Well proven as both a private and charter yacht. 10 guests.

Price: 1,950,000 USD. Central Agents for sale and charter.





ELEMENT

Unique 42.7m Cantieri di Pisa built in 2002 and continually upgraded since. Lloyds 100 A1, full MCA Commercial certification plus mini ISM.

Price: 7,950,000 EUR (VAT Paid). Joint Central Agents for sale and Central Agents for charter.

ELEANOR ALLEN

Beautifully rebuilt in 2010 with a new interior by Michael Kirchstein and Arredamenti Porto this 34m Feadship is new to the market and not to be missed. B guests. Price: 8,000,000 USD (VAT paid). Central Agents for sale and charter.





MAMBA

From the design studio of Frank Mulder, the 127' (38.75m) MAMBA was launched by Oceanline in 2008. Accommodates 12 guests in 6 cabins Price: 9,500,000 EUR (VAT paid). Central Agents for sale and charter.

ALEA II

2009 Canados 90 Open, 43kts cruising, 450nm range & 4 generous cabins. Swift, spacious & seriously stylish - an irresistible combination! Price: 3,250,000 EUR. Joint Central Agents.





TITAN - PRICE REDUCTION

Extensively refitted and greatly improved since her conversion in 2005, TITAN offers a unique blend of Italian style and comfort with military purposefulness, strength and sea keeping. Huge volume and 11 cabins give her great charter appeal too. Inspections welcomed.

Price: 21,900,000 EUR. Central Agents for sale and charter.



PAOLYRE - PRICE REDUCTION

Impressive, stylish and efficient 32.7m commuter yacht from 2008, refitted this winter, including new paint job. BV classed and a successful charter yacht, she is now keenly for sale.

Price: 4,900,000 EUR. Central Agents for sale and charter.

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ICE CLASS 170 - NEW CENTRAL AGENCY

A rare opportunity to complete the build of a quality 52m yacht at an unprecedented price, High volume, ice classed hull (level ID) for global cruising in comfort. Machinery, propulsion and piping already installed. Project is offered 'as is' and can be delivered to any shippard of choice to finish.

Price: 7,500,000 USD 'as is'. Central Agents.



OLAH - NEW CENTRAL AGENCY

Beautiful version of the 47m ISA from 2005 and built with extended upper deck and sun deck. New hull paint job, Lloyds classed and St Vincent commercially registered, great volume at 498 GT, zero speed stabilizers. 50m Berth in Golfe Juan available by separate negotiation.

Price: 16,000,000 EUR. Central Agents for sale and charter.



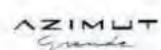






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OUR YACHT MANAGEMENT AND CHARTER MARKETING TEAMS WORK CLOSELY WITH OWNERS, CAPTAINS AND CREW TO SUPPORT AND OVERSEE ALL OF THE ADMINISTRATIVE, TECHNICAL, FINANCIAL, SAFETY AND LEGAL ASPECTS OF LUXURY YACHT OPERATIONS; GIVING YOU MORE TIME TO RELAX AND ENJOY YOUR EXPERIENCE ON BOARD.

FOR FURTHER INFORMATION PLEASE CONTACT GERRARD HARVEY, DIRECTOR OF YACHT SERVICES
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